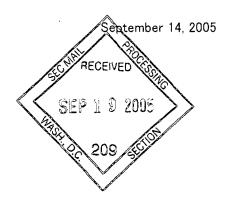


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Office of International Corporate Finance Division of Corporate Finance Securities and Exchange Commission 450 Fifth Street, N.W. Washington, D.C. 20549 U.S.A.



Re:

Matsui Securities Co., Ltd. - 12g3-2(b) exemption

FILE NO. 82-5215

Dear Ladies and Gentlemen:

In connection with our exemption as a foreign private issuer pursuant to Rule 12g3·2(b) under the Securities Exchange Act of 1934, we hereby furnish the Securities and Exchange Commission with the following information required by Rule 12g3·2(b):

- 1. Annual Securities Report including Financial Statements under Japanese GAAP for the Year Ended March 31, 2005
- 2. Explanatory Document on Business and Assets for the year ended March 31, 2005

If you have any further questions or requests for additional information please do not hesitate to contact Shinichi UZAWA at 011-813-5216-0654 (telephone), 011-813-5216-8639 (facsimile) or s-uzawa@matsui.co.jp (E-mail).

Very truly yours,

Matsui Securities Co., Ltd.

Name: Hirohito IMADA

Title: Chief Financial Officer

大正7年創業以来、昔も今も個人のお客様とともに

)松井証券株式会社

File No. 82-5215

SEP 1 9 2005

(Summary Translation)

Explanatory Document on Business and Assets

(For the year ended March 31, 2005)

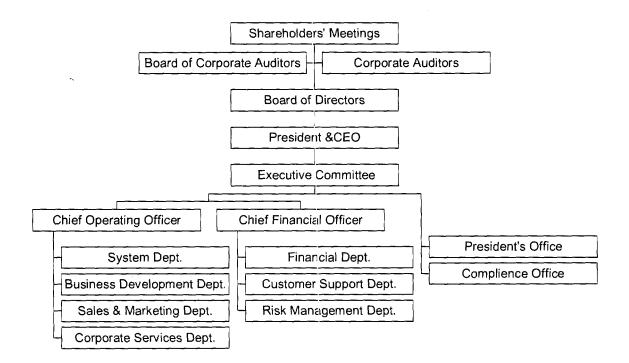
This statement has been prepared and made available for the purpose of public inspection at all business offices of the Company pursuant to Article 50 of the Securities and Exchange Law.

Matsui Securities Co., Ltd.

- I. Matters concerning Outline and Organization of the Company
- 1. Trade Name: Matsui Securities Co., Ltd.
- 2. Date of Registration as a securities firm: December 1, 1998 (Registered Number: Director General of Kanto Local Finance Bureau (show) No. 58)
- 3. Histories and Organization of the Company
 - (1) History of the Company

Translation omitted.

(2) Organization of the Company



4. Names of Major Shareholders, and Number of Shares held thereby

(Thousands of shares)

| Chizuko Matsui | 25,233 | (28.34%) |
|--|--------|----------|
| Michio Matsui | 11,699 | (13.13%) |
| Shokosha Ltd. | 8,130 | (9.13%) |
| Japan Trustee Services Bank, Ltd. | | , |
| (Trust Account) | 5,118 | (5.74%) |
| Maruroku Ltd. | 3,564 | (4.00%) |
| The Master Trust Bank of Japan, Ltd. | | |
| (Trust Account) | 2,553 | (2.86%) |
| Michitaro Matsui | 1,463 | (1.64%) |
| Chiaki Matsui | 1,463 | (1.64%) |
| Yuma Matsui | 1,463 | (1.64%) |
| AIG Life Holding Company (Japan), Inc. | | |
| (General Account) | 1,295 | (1.45%) |

5. Names and Titles of Directors and Corporate Auditors

| Michio Matsui | President and Chief Executive Officer |
|---------------|---------------------------------------|
| | |

| Yuichiro Kuki | Chief Operating Officer |
|----------------|-------------------------|
| Hirohito Imada | Chief Financial Officer |

| Akira Nakamura | Managing Director (General Manager of Compliance Office) |
|--------------------|--|
| Yoshihiko Sugiyama | Director (General Manager of Risk Management Dept.) |

| rosminko ougryama | Director (General Manager of Mak Manager) | CITE DE |
|-------------------|--|---------|
| Masahito Amemiya | Director (General Manager of President's Off | ica) |

| Ayumi Sato | Director (General Manager of Customer Support Dept.) |
|-----------------|--|
| Yukihiro Yabuki | Director (General Manager of Business Development Dept.) |

Auditors:

| Yoshinobu Isokawa | Standing Corporate Auditor |
|-------------------|----------------------------|
| Kyosuko Moriyo | Corporate Auditor |

Kyosuke Moriya Corporate Auditor Kentaro Aoki Corporate Auditor

Note: Three corporate auditors listed above are outside corporate auditors defined by the Article 18, Item 1 of "The Law Concerning the Exemption of the Commercial Code on the Corporate Audit"

6. Name and Location of Offices

| Name | Address | |
|-------------------|--|--|
| Head office | Hanzomon-First Building, 1-4, Kojimachi, Chiyoda-ku, | |
| | Tokyo, Japan | |
| Nihombashi Office | 20-7 Nihombashi 1-chome, Chuo-ku, Tokyo, Japan | |

Note: Call Center in Sapporo city (in Hokkaodo) was established on June 1, 2005.

7. Business of the Company

- (1) Securities Business (Article 2, Item 8 of the Securities and Exchange Law) *Translation omitted.*
- (2) Auxiliary Business (Article 34, Item 1 of the Securities and Exchange Law)

 Translation omitted.
- (3) Other Business (Article 34, Items 2 and 4 of the Securities and Exchange Law)

 Translation omitted.

8. Investor Protection Fund of which the Company is a member

The Japan Investor Protection Fund

9. Securities Dealers' Association of which the Company is a member

The Japan Securities Dealers' Association

10. Securities Exchanges of which the Company is a member

Tokyo Stock Exchange, Osaka Securities Exchange, Nagoya Stock Exchange, Fukuoka Stock Exchange, Sapporo Securities Exchange and Jasdaq Securities Exchange.

II. Matters concerning Status of Business

1. Outline of Business for the Year Ended March 31, 2005

- (1) Process and Results of Operations *Translation omitted.*
- (2) Capital Investment and Financing *Translation omitted.*
- (3) Matters to be Dealt with by the Company *Translation omitted.*

2. Data Concerning Status of Business

(1) Development of Operating Results, Etc.

(Millions of Yen)

| | | | (14111110113-01-10 |
|-----------------------------------|---------------------|---------------------|---------------------|
| | Year ended | Year ended | Year ended |
| | March 31, 2003 | March 31, 2004 | March 31, 2005 |
| Common Stock | 11,405 | 11,463 | 11,469 |
| Shares outstanding | 88,051 | 88,967 | 89,055 |
| <u> </u> | thousands of shares | thousands of shares | thousands of shares |
| Operating revenue | 13,425 | 25,036 | 36,918 |
| (Commissions) | 10,240 | 20,206 | 27,083 |
| ((Brokerage)) | 9,516 | 18,933 | 25,182 |
| ((Underwriting and selling)) | 27 | 191 | 307 |
| ((Subscription and distribution)) | 16 | 36 | 29 |
| ((Others)) | 680 | 1,047 | 1,564 |
| (Net trading gains) | (39) | 30 | (88) |
| ((Stocks and others)) | (39) | 28 | (94) |
| ((Bonds and others)) | _ | | |
| ((Others)) | 1 | 2 | 6 |
| (Net interest revenue) | 3,224 | 4,800 | 9,923 |
| Net operating revenues | 12,151 | 23,738 | 34,623 |
| Ordinary income | 3,505 | 14,007 | 22,559 |
| Net income | 1,478 | 7,275 | 12,638 |
| | | | |

(2) Status of Securities Business

1. Stock Trading Turnover

(Millions of Yen)

| | Year ended March 31, 2003 | Year ended March 31, 2004 | Year ended March 31, 2005 |
|------------------|------------------------------|------------------------------|------------------------------|
| Property Trading | 10,009 | 3,269 | 4,042 |
| Brokerage | 5,560,449 | 13,647,974 | 20,398,678 |
| Total | 5,570,458 | 13,651,243 | 20,402,719 |

| | Underwriting | Selling | Subscription | Distribution | Private Offering |
|-----------------------------|---------------------------|--------------|--------------|--------------|------------------|
| Year ended March 31, 20 | 03 | | | | |
| Stocks | 642 | 639 | 914 | 59 | |
| Government Bonds | - | | _ | | _ |
| Municipal Bonds | - | | _ | _ | _ |
| Special Bonds | _ | - | _ | _ | _ |
| Corporate Bonds | - | | - | _ | _ |
| Beneficiary Certificates | _ | _ | 382 | | _ |
| Year ended March 31, 20 | 04 | | | | |
| Stocks | 4,094 | 4,094 | 1,706 | _ | |
| Government Bonds | _ | | _ | _ | |
| Municipal Bonds | _ | - | _ | _ | - |
| Special Bonds | _ | _ | _ | - (| _ |
| Corporate Bonds | - | - | | _ | |
| Beneficiary Certificates | _ | | 2,098 | _ | |
| Year ended March 31, 20 | Year ended March 31, 2005 | | | | |
| Stocks | 7,087 | 7,087 | 793 | 56 | |
| Government Bonds | _ | | _ | _ | |
| Municipal Bonds | _ | | _ | _ | |
| Special Bonds | _ | - | _ | _ | |
| Corporate Bonds | _ | | _ | _ | _ |
| Beneficiary Certificates | _ | _ | 3,160 | _ | _ |

(3) Status of Other Business

| | Sales and Brokerage Volume | | | |
|-------------------------------------|----------------------------|-----------------|-----------------|--|
| Types of Business | Year ended | Year ended | Year ended | |
| | March 31, 2003 | March 31, 2004 | March 31, 2005 | |
| | Commissions | Commissions | Commissions | |
| Insurance soliciting | revenue: | revenue: | revenue: | |
| | 7 million Yen | 4 million Yen | 0 million Yen | |
| | Commissions | Commissions | Commissions | |
| Retail dealing in foreign exchanges | revenue: | revenue: | revenue: | |
| | 291 million Yen | 472 million Yen | 461 million Yen | |
| Advertisement agency | Commissions | Commissions | Commissions | |
| Advertisement agency | 17 million Yen | 18 million Yen | 20 million Yen | |
| Loan business | _ | Interest Income | Interest Income | |
| Logii busiiiess | | 1 million Yen | 6 million Yen | |

(4) Status of Capital Adequacy Ratio

(Millions of Yen)

| _ | ·—·· | | | (IVIIIIONS OF TOTI) |
|----|--|----------------------|----------------------|----------------------|
| | | As of March 31, 2003 | As of March 31, 2004 | As of March 31, 2005 |
| С | apital Adequacy Ratio (A / B) | 830.4% | 436.1% | 371.5% |
| d€ | quity capital after educting certain fixed ssets (A) | 28,702 | 34,184 | 42,618 |
| R | isk (B) | 3,456 | 7,837 | 11,471 |
| | Market risk | 54 | 135 | 166 |
| | Counterparty risk | 1,721 | 5,439 | 8,341 |
| | Basic risk | 1,680 | 2,262 | 2,963 |

Note: Capital adequacy ratio is calculated with appropriated retained earnings being deducted from Tier I Capital.

(5) Number of Employees and Holders of Certificate of Commission Salesperson

| | As of March 31, 2003 | As of March 31, 2004 | As of March 31, 2005 |
|------------------------------------|-------------------------|-------------------------|-------------------------|
| Employees | 217 | 221 | 196 |
| (Certified Commission Salesperson) | 121 | 140 | 128 |

III. Status of Properties

(1) Balance Sheet, Profit and Loss Statement and Statement of Appropriation of Retained Earnings

Balance Sheets

| | Mai | rch 31, 2004 | | Mar | ch 31, 2005 | |
|---|----------|--------------|-------|----------|-------------|-------|
| ltem | Millions | of Yen | % | Millions | of Yen | % |
| (Assets) | | | | | | |
| I Current Assets | | | | | | |
| Cash and bank deposits | | 29,580 | | | 61,074 | |
| Cash segregated as Deposits | [| 183,002 | | | 223,003 | |
| Cash in trust | 1 | 4,400 | | | 9,000 | |
| Trading assets | | 397 | | | 107 | |
| Net receivables arising from | | 14 | | | 923 | |
| pre-settlement date trades | 1 | 004.454 | | | 1 | |
| Margin account assets: Loans receivable from |] | 261,154 | | | 389,358 | |
| Customers | 252,081 | | | 384,484 | | |
| Cash deposited as collateral for | 1 | 1 | | | ĺ | |
| securities borrowed from | 9,073 | | | 4,875 | | |
| securities finance companies Receivable on collateralized | | | | | 4 040 | |
| securities transactions: | | - (| | | 1,610 | |
| Cash deposits collateral for securities borrowed | _ | | Ì | 1,610 | | |
| Receivables from customers and |] | 22 | } | | 122 | |
| others | ļ | 23 | | | 133 | |
| Advance paid for subscription | 1 | 44 | | | - | |
| Short-term guarantee | | 899 | | | 6,795 | |
| deposits Prepaid expenses | | 175 | | | 182 | |
| Accrued income | | 1,931 | | | 3,431 | |
| Deferred income taxes | | 692 | | | 613 | |
| Others | | 616 | | | 1,033 | |
| Allowance for doubtful | | (206) | | | (171) | |
| accounts | | | | _ | | |
| Total current assets | j | 482,721 | 98.9 | | 697,092 | 99.1 |
| II Fixed assets | | | | | _ | |
| 1 Tangible fixed assets | | 634 | 0.1 | | 821 | 0.1 |
| Buildings | 400 | | | 377 | | |
| Equipment and instruments | 193 | | | 249 | | |
| Land | 41 | | | 195 | { | |
| 2 Intangible assets | | 2,055 | 0.4 | | 2,253 | 0.3 |
| Software | 1,997 | | | 2,215 | | |
| Others | 58 | | | 39 (| | |
| 3 Investments and others | | 2,700 | 0.6 | | 3,227 | 0.5 |
| Investment securities | 1,177 | j | j | 1,680 | ļ | |
| Shares of affiliate companies | 450 | | | 450 | | |
| Investment in partnership | 3 | | | 2 | } | |
| Long-term loans receivable | 168 | | | 30 | ļ | |
| Long-term guarantee deposits | 193 | | | 202 | | |
| Long-term prepaid expenses | 21 | | | 13 | ļ | |
| Deferred income taxes | 643 | | | 776 | 1 | |
| Others | 307 | | | 104 | | |
| Allowance for doubtful accounts | (261) | | | (31) | [| |
| Total fixed assets | | 5,389 | 1.1 | | 6,301 | 0.9 |
| Total assets | | 488,111 | 100.0 | | 703,393 | 100.0 |

| | March 31, 2004 | | March 31, 200 | | rch 31, 2005 | |
|--|-----------------|---------|---------------|-----------------|--------------|------|
| ltem | Millions of Yen | | % | Millions of Yen | | % |
| (Liabilities) | | | | | | |
| I Current liabilities | | | | | | |
| Trading assets | | 217 | | | 0 | |
| Margin account liabilities: | 1 | 101,342 | | | 142,920 | |
| Loans from securities finance companies | 64,046 | | | 103,384 | | |
| Proceeds of securities | 27.000 | | | 00.505 | | |
| sold on customers' account | 37,296 | | | 39,535 | | |
| Payables on collateralized | | 23,579 | | , | 73,780 | |
| securities transactions: Cash deposits as | | · | | | , | |
| collateral for securities | 23,579 | | | 73,780 | | |
| Deposits received | | 79,360 | | | 106,566 | |
| Guarantee money received | | 112,977 | | | 137,467 | |
| Suspense account for undelivered securities | | 15 | | | 1 | |
| Short-term borrowings |) | 25,177 | | | 93,829 | |
| Commercial paper | | 3,000 | | | 1,000 | |
| Bond due within one year | | 500 | | | - | |
| Deferred revenue | | 88 | | | 98 | |
| Accounts payable | | 617 | | | 750 | |
| Accrued expenses | | 943 | | | 1,353 | |
| Accrued income taxes | | 6,111 | | | 6,339 | |
| Accrued bonuses | | | | | 301 | |
| Others | | | | | 0 | |
| Total current liabilities | | 353,925 | 72.5 | | 564,404 | 80.2 |
| Ⅱ Long-term liabilities | | | | | | i |
| Bond | | 20,000 | | | 40,000 | |
| Convertible bond | | 40,000 | | | 40,000 | |
| Long-term borrowings | | 33,532 | | | 7,203 | |
| Reserve for directors' retirement bonuses | | 281 | | | 241 | |
| Total long-term liabilities | | 93,813 | 19.2 | | 87,443 | 12.4 |
| Ⅲ Statutory reserves | | | | | | |
| Reserve for securities transactions | | 1,261 | | | 1,888 | ı |
| Total statutory reserves | | 1,261 | 0.3 | | 1,888 | 0.3 |
| Total liabilities | | 448,999 | 92.0 | | 653,735 | 92.9 |

| | March 31, 2004 | | March 31, 2005 | | | |
|--|----------------|---------|----------------|-----------------|---------|-------|
| ltem | Millions | of Yen | % | % Millions of Y | | % |
| (Shareholders' equity) | | | | | | |
| I Common Stock | | 11,463 | 2.3 | | 11,469 | 1.7 |
| II Capital surplus | | | | | | |
| 1 Additional paid-in capital | | 9,312 | | | 9,317 | |
| Total capital surplus | | 9,312 | 1.9 | | 9,317 | 1.3 |
| Ⅲ Earned surplus | | ĺ | | | | |
| 1 Earned surplus reserves | | 159 | } | | 159 | |
| 2 Voluntary reserves | | 4,250 | | | 4,250 | |
| Special purpose reserves | 4,250 | | | 4,250 | | |
| 3 Inappropriate retained earnings | | 13,893 | | | 24,271 | |
| Total earned surplus | | 18,302 | 3.8 | | 28,680 | 4.1 |
| IV Net unrealized gain (loss) on investment securities, net of taxes | | 52 | 0.0 | | 213 | 0.0 |
| V Treasury stock | | (17) | (0.0) | ! | (21) | (0.0) |
| Total shareholders' equity | | 39,112 | 8.0 | | 49,658 | 7.1 |
| Total liabilities and shareholders' equity | | 488,111 | 100.0 | | 703,393 | 100.0 |

**

Statements of Income

| | Year ended March 31, 2004 | | 2004 | Year ende | ed March 31, 2005 | |
|--|---------------------------|--------|-------|------------|-------------------|-------|
| ltem | Millions o | of Yen | % | Millions o | of Yen | % |
| I Operating revenues | | | | | | |
| Commissions | | 20,206 | | | 27,083 | |
| Brokerage commissions Underwriting and | 18,933 | | | 25,182 | | |
| selling commissions | 191 | | | 307 | | |
| Subscription and distribution commissions | 36 | | | 29 | | |
| Others | 1,047 | İ | | 1,564 | 1 | |
| Net gain (loss) on trading | | 30 | | } | (88) | |
| Interest and dividend income | | 4,800 | | | 9,923 | |
| Total operating revenues | | 25,036 | 100.0 | | 36,918 | 100.0 |
| | | 1,298 | | | 2,295 | |
| Net operating revenues | | 23,738 | 94.8 | | 34,623 | 93.8 |
| | | 9,461 | 37.8 | | 12,022 | 32.6 |
| Transaction related expenses | 2,260 | | | 3,339 | | |
| Employees' compensation and benefits | 1,845 | | | 1,923 | | |
| Occupancy and rental | 399 | | | 295 | ŀ | |
| Data processing and office supplies | 3,995 | | | 5,376 | | |
| Depreciation | 682 | ļ | | 748 | | |
| Duties and taxes other than income taxes | 61 | | | 189 | | |
| Provision of allowance for doubtful accounts | 94 | | | | | |
| Others | 124 | | | 152 | | |
| Operating income | | 14,277 | 57.0 | | 22,601 | 61.2 |
| IV Non - operating income | | 27 | 0.1 | j | 67 | 0.2 |
| V Non – operating expenses | | 298 | 1.2 | | 108 | 0.3 |
| Bond issuing costs | 169 | ł | | 95 | | |
| Others | 129 | | | 14 | | |
| Ordinary income | | 14,007 | 55.9 | | 22,559 | 61.1 |

| | Year ended March 31, 2 | | 2004 | Year ende | ded March 31, 2005 | |
|---|------------------------|--------|------|-----------------|--------------------|------|
| Item | | | % | Millions of Yen | | % |
| VI Special profits | | | | | | |
| Gain on sales of investment securities | 0 | | | | | |
| Gain on sales of corporate golf membership and | 1 | | | - | | |
| resort membership Reversal of allowance for | | | | 49 | | |
| doubtful acounts Total special profits | | 2 | 0.0 | | 49 | 0.2 |
| VII Special losses | | | | | | |
| Loss on sales and disposals of property and equipment | 130 | | | 19 | | |
| Provision for statutory reserves | 508 | | | 627 | | |
| Devaluation loss on telephone subscription rights | | | | 8 | | |
| Devaluation loss on investment securities | 55 | | | - | | |
| Loss on cancellation of lease contracts Devaluation loss on | 48 | | | | | |
| corporate golf membership and resort membership | 6 | | | | | |
| Loss on sales of corporate golf membership and resort membership Expenses for the | 0 | | | | | |
| relocation of the head office | 29 | | | - | | |
| Total special losses | | 776 | 3.1 | | 653 | _1.8 |
| Income before income taxes | | 13,233 | 52.8 | | 21,954 | 59.5 |
| Income taxes - current | 6,672 | | | 9,481 | | |
| Income taxes - deferred | (713) | 5,958 | 23.8 | (164) | 9,317 | 25.3 |
| Net income | | 7,275 | 29.0 | | 12,638 | 34.2 |
| Inappropriate retained earnings at the beginning of period | | 6,619 | | | 11,633 | |
| Inappropriate retained earnings at the end of period | | 13,893 | | | 24,271 | |

Statements of Appropriation of Retained Earnings

| | Year ended March 31, 2004 (June 27, 2004) *2 (Millions of Yen) | | Year ended M (June 2) | arch 31, 2005 6, 2005) |
|---|---|--------|--------------------------|---------------------------|
| ltem | | | (Millions of Yen) | |
| I Inappropriate retained earnings at the beginning of period | | 13,893 | | 24,271 |
| II Appropriation | | | | |
| Dividends *1 | 2,183 | | 3,792 | |
| Bonuses to directors | 74 | | 99 | |
| Bonuses to corporate auditors | 3 | 2,260 | | 3,891 |
| III Inappropriate retained earnings brought forward to the following period | | 11,633 | | 20,380 |

- *Note 1 Fiscal 2003 Cash dividend per share: 24.54Yen. Fiscal 2004 Cash dividend per share: 42.58Yen.
 - 2 Dates mentioned in the table above are those of the ordinary general shareholders' meeting held for approval.

Pursuant to the "Regulations of Financial Statements" (Ministry of Finance Ordinance No. 59, 1963) and its Article 2, the financial statements of the Company are prepared in accordance with the "Cabinet Office Ordinance Concerning Securities Companies" (Prime Minister's Office Ordinance and Ministry of Finance Ordinance No. 32, 1998) and the "Uniform Accounting Standards of Securities Companies" (set by the board of directors of the Japan Securities Dealers' Association, November 14, 1974).

Notice to readers:

The financial statements have been prepared in accordance with the provision set forth in the Commercial Code of Japan and the Securities and Exchange Law, and in conformity with accounting principles and practices generally accepted in Japan, which are different in certain respects from the application and disclosure requirements of International Financial Reporting Standards.

The financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Japan.

(2) Major Sources of Borrowings and Amounts thereof

(Millions of Yen) Outstanding Outstanding Lenders Types of borrowings Balance as of Balance as of March 31, 2004 March 31, 2005 4,000 Resona Bank, Limited Short-term borrowings 5,000 Short-term borrowings 5,000 Mizuho Corporate Bank, Ltd. 300 **UFJ Bank Limited** 5,000 5,000 Short-term borrowings 5,000 Short-term borrowings Sumitomo Mitsui Banking Corporation Long-term borrowings 363 508 2,000 2,000 Short-term borrowings The Hachijuni Bank, Ltd. Long-term borrowings 2,000 2,000 The Bank of Tokyo-Mitsubishi, Ltd. Long-term borrowings 4,000 5,200 Long-term borrowings 28,000 28,000 Syndicated Loan Loans from securities 55,572 86,687 Japan Securities Finance Co., Ltd. finance companies Loans from securities Osaka Securities Finance Co., Ltd. 8,031 16,120 finance companies

Note: Syndicated loan is financed by the coordination of 61 financial institutions arranged by Mizuho Corporate Bank. Mizuho Corporate Bank also works as the agent for this loan.

(3) Status of Securities held by the Company

1. "Other securities" held without selling purposes

① Securities whose market value is available

| | | | | | , | (Millions | of Yen) |
|-------------------------------|------------|----------------------|------------|------------|----------------------|------------|------------|
| | | As of March 31, 2004 | | | As of March 31, 2005 | | |
| | | Acquisition cost | Book value | Difference | Acquisition cost | Book value | Difference |
| | (1) Stocks | 137 | 338 | 201 | 211 | 702 | 491 |
| Those whose book value | (2) Bonds | | _ | | | | |
| exceeds acquisition cost | (3) Others | | _ | | _ | _ | - |
| | Sub total | 137 | 338 | 201 | 211 | 702 | 491 |
| | (1) Stocks | 707 | 594 | (113) | 707 | 575 | (132) |
| Those whose book value do not | (2) Bonds | _ | | _ | | | _ |
| exceed acquisition cots | (3) Others | | _ | | | _ | _ |
| | Sub total | 707 | 594 | (113) | 7 07 | 575 | (132) |
| | Total | 844 | 932 | 88 | 918 | 1,277 | 359 |

2 Major securities whose market value is not available

(Millions of Yen)

| | As of March 31, 2004 | As of March 31, 2005 |
|---|----------------------|----------------------|
| | Book value | Book value |
| "Other securities" which are not listed on securities exchanges (excluding over-the-counter securities) | 244 | 404 |

Note: Devaluation loss of investment securities amounting 55 million Yen is recognized in the year ended March 31, 2004.

(4) Status of Securities Derivative Transactions

There is no pertinent matter.

(5) Audit of the Financial Statements by an Audit Corporation, Etc.

The financial statements of the Company have been audited by ChuoAoyama PricewaterhouseCoopers pursuant to Article 193-2 of the Securities and Exchange Law.

IV. Status of Management System

1. Outline of Internal Management

Translation omitted.

2. Status of Securities Custody

(1) Funds of trusted money segregated for customers as fiduciary assets

(Millions of Yen)

| | As of March 31, 2005 |
|---|----------------------|
| Required amount of money to be segregated for customers as fiduciary assets calculated on the latest reference date | 217,281 |
| Trusted money segregated for customers as fiduciary assets | 223,003 |
| Required amount of money to be segregated for customers as fiduciary assets calculated at the end of period | 215,056 |

(2) Safekeeping of Securities

① Customers' securities in Custody

| Types of Securities | Domestic Securities | Overseas Securities |
|--------------------------|--------------------------------------|-------------------------------------|
| Stocks | 823,223 thousands of shares | 21,887 thousand shares |
| Bonds | Millions of Yen | Millions of Yen |
| Beneficiary Certificates | 0 Million units | 2,273 Million units |
| Others (Warrant) | Million warrants | 43 Million warrants |

② Securities borrowed and deposited from customers

| | Number of securities |
|--------------------------|-------------------------|
| Stocks | 473,079 thousand shares |
| Beneficiary Certificates | 0 million units |

③ Safekeeping practices

Translation omitted.

V. Status of Consolidated Subsidiaries of the Company, Etc.

1. Business Group

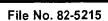
The Company invests on the 100% share of Matsui Real Estate Co., Ltd.

2. Trade Name, Location, Shareholders' Equity and Description of Business of Subsidiaries and Affiliates of the Company

| Trade Name | Location | Paid in Capital | Business involved | Shares owned by the Company and its subsidiaries | The percentage share of Voting rights owned by the Company |
|---------------------------------|--|-----------------|---|---|--|
| Matsui Real Estate Co., Ltd. | 20-7, Nihombashi 1-chome, Chuo-ku, Tokyo | 100 million Yen | Holding, management and rental of real estates | 9 thousand shares | 100.0% |

Note: The Capital of the affiliated Company mentioned above has been reduced during the fiscal year ended March 31, 2005.

The Capital before reduction is 450 millions yen.





Annual Securities Report
Including Financial Statements
Under Japanese GAAP
For the Year
Ended March 31, 2005

Matsui Securities Co., Ltd.

1-4, Kojimachi, Chiyoda-ku, Tokyo, Japan

1 Information on the Company

Part 1 Outlook for the Company's Status

1 Major Business Indices

(1) Consolidated Business Indices

| | | Year Ended March 31, 2001 | Year Ended March 31, 2002 | Year Ended March 31, 2003 | Year Ended March 31, 2004 | Year Ended March 31, 2005 |
|---|-------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| | | | | | | |
| Operating revenues | (Millions of Yen) | 8,081 | 12,785 | 13,425 | 25,036 | 36,918 |
| Net operating revenues | (Millions of Yen) | | 11,435 | 12,151 | 23,738 | 34,623 |
| Ordinary income | (Millions of Yen) | 3,001 | 3,939 | 3,518 | 14,016 | 22,571 |
| Net income | (Millions of Yen) | 1,549 | 1,870 | 1,485 | 7,280 | 12,645 |
| Shareholders' equity | (Millions of Yen) | 9,400 | 31,124 | 32,033 | 39,162 | 49,715 |
| Total assets | (Millions of Yen) | 208,021 | 187,606 | 169,904 | 488,166 | 703,456 |
| Shareholders' equity per share | (Yen) | 258.90 | 355.25 | 363.80 | 439.36 | 557.20 |
| Earnings per share | (Yen) | 114.77 | 24.56 | 16.94 | 81.50 | 140.98 |
| Fully diluted earnings per share | (Yen) | | 24.11 | 16.66 | 76.99 | 125.56 |
| Shareholders' equity ratio | (%) | 7.7 | 16.6 | 18.9 | 8.0 | 7.1 |
| Return on equity | (%) | 17.9 | 9.2 | 4.7 | 20.5 | 28.5 |
| Price earnings ratio | (Times) | _ | 68.09 | 54.73 | 39.88 | 30.39 |
| Cash flows from operating activities | (Millions of Yen) | 1,490 | (12,211) | (6,236) | (87,829) | (25,019) |
| Cash flows from investing activities | (Millions of Yen) | 65 | (1,667) | (2,280) | (1,290) | (1,026) |
| Cash flows from financing activities | (Millions of Yen) | 417 | 18,543 | 6,034 | 113,875 | 57,552 |
| Cash and cash equivalent at end of period | (Millions of Yen) | 2,807 | 7,472 | 4,989 | 29,744 | 61,251 |
| Number of employees | | 153 | 194 | 171 | 169 | 148 |
| [Average temporary staff] | | [66] | [45] | [44] | [42] | [34] |

Notes: As a result of two-for-one stock split on November 20, 2000, the number of shares increased by 6,053,840 shares and the total number of shares outstanding amounted to 12,107,680 shares.

(2) Non-Consolidated Business Indices

| | | Year Ended March 31, 2001 | Year Ended March 31, 2002 | Year Ended March 31, 2003 | Year Ended March 31, 2004 | Year Ended March 31, 2005 |
|--|-------------------|--------------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Operating revenues [Commissions] | (Millions of Yen) | 8,081 [6,677] | 12,785 [10,215] | 13,425 [10,240] | 25,036 [20,206] | 36,918 [27,083] |
| Net operating revenues | (Millions of Yen) | | 11,435 | 12,151 | 23,738 | 34,623 |
| Ordinary income | (Millions of Yen) | 2,989 | 3,921 | 3,505 | 14,007 | 22,559 |
| Net income | (Millions of Yen) | 1,543 | 1,859 | 1,478 | 7,275 | 12,638 |
| Capital stock | (Millions of Yen) | 634 | 11,381 | 11,405 | 11,463 | 11,469 |
| Total shares outstanding | (1,000 shares) | 36,309 | 87,611 | 88,051 | 88,967 | 89,055 |
| Shareholders' equity | (Millions of Yen) | 9,373 | 31,086 | 31,987 | 39,112 | 49,658 |
| Total assets | (Millions of Yen) | 207,990 | 187,560 | 169,857 | 488,111 | 703,393 |
| Shareholders' equity per share | (Yen) | 258.14 | 354.82 | 363.29 | 438.80 | 556.56 |
| Annual dividends per share [Interim dividends per share] | (Yen) | Old Shares: 3.00 New Shares: 0.18 | 3.19 [—] | 5.04 [—] | 24.54 [—] | 42.58 [—] |
| Earnings per share | (Yen) | 114.26 | 24.42 | 16.86 | 81.44 | 140.90 |
| Fully diluted eamings per share | (Yen) | | 23.98 | 16.58 | 76.93 | 125.49 |
| Shareholders' equity ratio | (%) | 7.7 | 16.6 | 18.8 | 8.0 | 7.1 |
| Return on equity | (%) | 17.9 | 9.2 | 4.7 | 20.5 | 28.5 |
| Price earnings ratio | (Times) | _ | 68.47 | 54.99 | 39.90 | 30.40 |
| Dividends payout ratio | (%) | 2.64 | 15.03 | 30.03 | 30.01 | 30.00 |
| Dividends per shareholders equity | (%) | 0.43 | 0.90 | 1.39 | 5.58 | 7.64 |
| Capital adequacy ratio | (%) | 302.1 | 843.4 | 830.4 | 436.1 | 371.5 |
| Number of employees [Average temporary staff] | | 153 [66] | 194 [45] | 171 [44] | 166 [41] | 147 [33] |

Notes:

- 1. As a result of two-for-one stock split on November 20, 2000, the number of shares increased by 6,053,840 shares and the total number of shares outstanding amounted to 12,107,680 shares.
- Annual dividends per share for the year ended March 31, 2001 for the stock which had been newly issued
 on March 11, 2001 are calculated based on the period outstanding. "Old shares" on the table are existing
 shares at the issuance and "New Shares" are newly issued shares.
- 3. Capital adequacy ratios as of March 31, 2002 or later are calculated with appropriated retained earnings being deduced from tier I capital.
- 4. The Company split its stock three-for-one on May 17, 2005 for the shareholders as of March 31, 2005, and the stock prices as of March 31, 2005 are those of ex-rights. The price earnings ratio for the year ended March 31, 2005 is calculated by multiplying ex-rights price by split ratio.

2 Company's History

Translation omitted.

3 Company's Business

Translation omitted.

4 Affiliated Companies

Translation omitted.

5 **Employees**

(1) Consolidated Company

The Company and its consolidated company employ 148 employees and 34 temporary employees.

(2) Non-consolidated Company

The Company employs 147 employees and 33 temporary employees. Their average age is 33.5 years old and the average of their annual compensation is 7,638 thousand yen.

(3) Employees' union

The Company has been keeping good relationship with the Matsui Securities Co., Ltd. Employees' Union. The total number of members of the Union is 93.

Part 2 Outlook for the Company's business

1 Outlook for the Company's Business Results

Translation omitted.

2 Problems and Challenges to the Company's Business

Translation omitted.

3 Business Risk

Translation omitted.

4 Important Contracts for the Company's Business

The Company entered into a contract dated May 2002 with Japan Future Information Technology and Systems Co., Ltd. on the Information processing, and also with Financial System Service Co., Ltd. (a company incorporated on February 1, 2005 as a result of merger between former Trade One System Co., Ltd. and Financial System Provider Co., Ltd.) on the back-office operations. Japan Future Information Technology and Systems Co., Ltd. and Financial System Service Co., Ltd. are both subsidiaries of CSK Corporation. Financial System Service Co., Ltd. was renamed as CSK Securities Service Co., Ltd. on April 1, 2005.

5 Research and Development

No relevant items.

6 Analysis of Financial Position and Operating Results

Translation omitted.

Part 3 Equipment

1 Investment on equipment

The company invested 1,159 million yen in the year ended March 31, 2005 to acquire software to enhance service and introduce new products.

2 Major equipment

(1) The Company

| Offices | l and the m | Catagoni | | Number of | | | |
|-------------------|----------------------|-----------------|-----------|-----------|-------------------|-------|-----------|
| Onices | Location | Category | Buildings | Equipment | Land (Area m²) | Total | employees |
| Headquarter | Chiyoda-ku, Tokyo | Other equipment | 112 | 233 | _ (-) | 345 | 147 |
| Nihombashi Branch | Chuo-ku, Tokyo | Other equipment | 19 | 12 | (-) | 31 | |

Note:

- 1. The headquarter is lent from Sumitomo Realty & Development Co., Ltd. and Nihombashi Branch is lent from Matsui Real Estate Co., Ltd., the Company's subsidiary.
- 2. The Company established a Call Center in Sapporo ("Sapporo Center" in Hokkaido) on June 1, 2005.
- 3. Costs incurred in relation to investments on information technology of the online securities trading system are mainly accounted for "Software" in the balance sheet of the Company. The total book value of Software totaled 2,215 million yen as of March 31, 2005.

(2) <u>Domestic Subsidiary</u>

| Name | Lasatian | Catagoni | | Number of | | | |
|---------------------------------|-------------------|-----------------|-----------|-----------|-------------------|-------|-----------|
| | Location Catego | Category | Buildings | Equipment | Land (Area m²) | Total | employees |
| Matsui Real Estate Co., Ltd. | Chuo-ku, Tokyo | Other equipment | 56 | 0 | 279 (3,906) | 334 | 1 |

3 Plans to purchase or dispose equipment

The Company plans to invest 1,000 million yen mainly on online securities trading systems by its own capital from April 2005 through March 2006, and 100 million yen on Sapporo Call Center by its own capital from February 2005 through July 2005. The Company has no plans to dispose major equipment.

Part 4 Corporate Profiles

1 Number of Shares

(1) Total Number of shares

| Total Shares Authorized | | | | | |
|-------------------------|--------------------|--|--|--|--|
| Common Stock | 350,000,000 shares | | | | |
| Total | 350,000,000 shares | | | | |

Note: As a result of three-for-one stock split was effected on May 17, 2005, based on the resolution of board meeting of Directors held on January 24, 2005, the total number of shares authorized increased by 700,000,000 shares, and amounted to 1,050,000,000 shares.

| | Number of Share | s Outstanding | |
|---|-------------------|--|--------------------------------------|
| As of March 31, 2005 (End of the fiscal year ended March 31, 2005) | | As of June 27, 2005 (Date of the filing of this Report) | Stock Exchanges Listed |
| Common Stock | 89,055,315 shares | 267,320,456 shares | Tokyo Stock Exchange (First Section) |
| Total | 89,055,315 shares | 267,320,456 shares | |

Note:

- 1. The number of shares outstanding as of June 27, 2005 does not include those shares issued as a result of the execution of new-share purchase rights in the period from June 1, 2005 to June 27, 2005.
- 2. As a result of three-for-one stock split effected on May 17, 2005, the total number of shares outstanding increased by 178,110,630 shares to the shares outstanding as of March 31, 2005.
- 3. The appropriation of retained earnings, which proposed 42.58 yen per share, was resolved at the 89th Ordinary General Meeting of Shareholders held on June 26, 2005. In accordance with this resolution, the conversion price of the Zero Coupon Convertible bonds due 2001 is retroactively adjusted for the period from April 1, 2005. Following this adjustment, additional shares have been issued on June 26, 2005 to the bondholders who had exercised their rights during that period, but those additional shares are not counted in the number of shares outstanding as of date of filling of this report. Prior to this adjustment, the conversion prices are retroactively adjusted for the period from April 1, 2005 in accordance with the stock split mentioned in note 2.

(2) New-Share Purchase Rights

| Zero Coupon Convertible Bonds due 2011(issued on November 17, 2003) | | | | | | | |
|---|---|---|--|--|--|--|--|
| | As of March 31, 2005 | As of May 31, 2005 | | | | | |
| Number of new-share purchase rights | 20,000 | 19,900 | | | | | |
| Number of shares to be issued | 10,300,517 cammon stocks | 31,040,399 common stocks | | | | | |
| Total value of payment | 40,000,000,000 yen (2,000,000 yen per new-purchase rights) | 39,800,000,000 yen (2,000,000 yen per new-purchase rights) | | | | | |
| Price of issuance and amount to be capitalized as common stocks | Price of issuance: 3,883.3 Capitalized as common stocks: 1,942 | Price of issuance: 1,282.2 Capitalized as common stocks: 642 | | | | | |
| Period of exercise of rights | From December 1, 2003 to March 17, 2011 | Same as the left column. | | | | | |
| Restrictions on assignment of rights | The new-share purchase right must not be assigned separately from the bond. | Same as the left column. | | | | | |
| The balance of convertible bonds (Million yen) | 40,000 | 39,800 | | | | | |

Translation omitted for the new-share purchase rights issued by stock options: See (7) Details of Stock Options

(3) Total Number of Shares Outstanding and Capital Stock

| | Shares Ou (Number of | utstanding of Shares) | | Stock of Yen) | Additional Pa (Millions | | Notes | |
|---|-------------------------|--------------------------|--------|-----------------------|----------------------------|-----------------------|--|--|
| | Change | Outstanding amount | Change | Outstanding amount | Change | Outstanding amount | Notes | |
| November 20, 2000 | 6,053,840 | 12,107,680 | _ | 610 | _ | 200 | Stock split (1:2) | |
| March 11, 2001 | 24,201,360 | 36,309,040 | 24 | 634 | _ | 200 | Issuance to Shareholders (1:2) 1 Yen / Share | |
| June 5, 2001 | 36,302,040 | 72,611,080 | 36 | 671 | _ | 200 | Issuance to Shareholders (1:1) 1 Yen / Share | |
| August 1, 2001 | 15,000,000 | 87,611,080 | 10,710 | 11,381 | 9,030 | 9,230 | Issuance to general public 1,316 Yen / Share | |
| From April 1, 2002 To March 31, 2003 | 440,219 | 88,051,299 | :24 | 11,405 | 24 | 9,254 | Execution of New-share purchase rights | |
| From April 1, 2003 To March 31, 2004 | 915,760 | 88,967,059 | 58 | 11,463 | 57 | 9,312 | Execution of New-share purchase rights | |
| From April 1, 2004 To March 31, 2005 | 88,256 | 89,055,315 | 6 | 11,469 | 6 | 9,317 | Execution of New-share purchase rights | |

Note:

- 1. Yen/Share shown in the table represents per-share amount of cash inflow to the Company.
- As a result of exercise of new-share purchase rights of the convertible bond during the period from April 1, 2005 to May 31, 2005, the number of shares outstanding increased by 155 thousand shares, the Capital stock increased by 100 million yen and the additional paid in Capital increased by 100 million yen respectively.

(4) Distribution of Shares

(As of March 31, 2005)

| | | | | | | | | V 10 01 111011 | | | |
|------------------------------------|--|-----------|------------|---------|---------------------------------------|------------|------------------|----------------|-------------|--|-------------------|
| | Distribution of shares (1 unit = 100 shares) | | | | | | | | | | |
| | National and | | Securities | 0,4 | Foreign Institutions and others | | institutions and | | Individuals | | Odd-lot Shares |
| | Municipal | Companies | S | | 1 | and others | Total | (Shares) | | | |
| Number of shareholders | | 44 | 15 | 163 | 167 | 4 | 27,758 | 28,151 | _ | | |
| Number of shares held (unit) | _ | 134,140 | 4,100 | 120,723 | 103,575 | 56 | 527,861 | 890,455 | 9,815 | | |
| Percentage | | 15.06 | 0.46 | 13.56 | 11.63 | 0.01 | 59.28 | 100.00 | _ | | |

Note: 102 out of 10,219 treasury stocks are included in the "Individuals and others" and 19 of 10,219 treasury stocks are included in "odd-lot shares."

(5) Principal Shareholders

(As of March 31, 2005)

| Name | Address | Shares Owned (1,000 shares) | Percentage of Shares Owned to the Total Shares Outstanding (%) |
|--|---|-----------------------------|--|
| Chizuko Matsui | 2-4-2, Nishikata, Bunkyo-ku, Tokyo, Japan | 25,233 | 28.33 |
| Michio Matsui | 2-4-2, Nishikata, Bunkyo-ku, Tokyo, Japan | 11,699 | 13.14 |
| Shokosha Ltd. | 2-4-2, Nishikata, Bunkyo-ku, Tokyo, Japan | 8,130 | 9.13 |
| Japan Trustee Services Bank, Ltd. (Trust Account) | 1-8-11, Harumi, Chuo-ku, Tokyo, Japan | 5,118 | 5.75 |
| Maruroku Ltd. | 2-4-2, Nishikata, Bunkyo-ku, Tokyo, Japan | 3,564 | 4.00 |
| The Master Trust Bank of Japan, Ltd. (Trust Account) | 2-11-3, Hamamatsu-cho, Minato-ku, Tokyo, Japan | 2,553 | 2.87 |
| Michitaro Matsui | 2-4-2, Nishikata, Bunkyo-ku, Tokyo, Japan | 1,463 | 1.64 |
| Chiaki Matsui | 2-4-2, Nishikata, Bunkyo-ku, Tokyo, Japan | 1,463 | 1.64 |
| Yuma Matsui | 2-4-2, Nishikata, Bunkyo-ku, Tokyo, Japan | 1,463 | 1.64 |
| AIG Life Holding Company (Japan), Inc. (General Account) | 2-3-14, Higashishinagawa, Shinagawa-ku, Tokyo, Japan | 1,295 | 1.45 |
| Total | | 61,983 | 69.60 |

(6) Voting Rights

(As of March 31, 2005)

| Shares without Voting Rights | | ull Voting Rights | Odd Lot Shares | Total shares | |
|------------------------------|----------------|-------------------|----------------------|--------------|--|
| Onares without voting Rights | Treasury Stock | Others | (1 Lot = 100 shares) | outstanding | |
| _ | 10,200 | 89,035,300 Shares | 9,815 Shares | 89,055,315 | |

Note: 19 treasury stocks are included in Odd Lot Shares.

(7) Details of Stock Options

The number of shares issued as of June 27, 2005 reflects the effect of stock split of May 17, 2005 but does not reflect the reduction of shares to be issued by the execution of new-share purchase rights in the period from June 1, 2005 to June 27, 2005.

(As of June 27, 2005)

| | (A3 01 3 tille 21, 2003) | | | |
|---|---|--|--|--|
| Special resolution of extraordinary sha | reholders' meeting (January 29, 2001) | | | |
| Number of shares to be issued | 19,479 Common stocks | | | |
| Holder of rights | Employees: 4 (12,399 Shares) Retired employees: 4 (7,080 Shares) | | | |
| Total value of payment | 720,723 Yen | | | |
| Period of exercise of rights | From February 1, 2003 to January 31, 2006 | | | |
| Price of issuance and amount to be capitalized as common stocks | Price of issuance: 37 Yen Capitalized as common stocks: 19 Yen | | | |
| Restrictions on assignment of rights | They must not be assigned, collateralized nor bequeathed t the third party. | | | |

(As of June 27, 2005)

| | (AS 01 June 27, 2005) | | | | | | |
|--|--|--|--|--|--|--|--|
| Special resolution of general shareholders' meeting (June 1, 2001) | | | | | | | |
| Number of shares to be issued | 622,797 Common stocks | | | | | | |
| Holder of rights | Directors: 1 (595,419 Shares) Employees: 7 (22,617 Shares) Retired employees: 2 (4,761 Shares) | | | | | | |
| Total value of payment | 27,403,068 Yen | | | | | | |
| Period of exercise of rights | From December 1, 2003 to January 31, 2007 | | | | | | |
| Price of issuance and amount to be capitalized as common stocks | Price of issuance: 44 Yen Capitalized as common stocks: 22 Yen | | | | | | |
| Restrictions on assignment of rights | They must not be assigned, collateralized nor bequeathed to the third party. | | | | | | |

(As of June 27, 2005)

| Special resolution of general share | cholders' meeting (June 16, 2002) | | | |
|---|--|--|--|--|
| Number of shares to be issued | 904,500 Common stocks | | | |
| Eligible holder of rights | Directors: 7 (612,000 Shares) Employees: 22 (112,500 Shares) Retired directors: 1 (180,000 Shares) | | | |
| Total value of payment | 505,615,500 Yen | | | |
| Period of exercise of rights | From July 15, 2005 to July 14, 2010 | | | |
| Price of issuance and amount to be capitalized as common stocks | Price of issuance: 559 Yen Capitalized as common stocks: 280 Yen | | | |
| Restrictions on assignment of rights | Assignments of rights require the approval of board of directors. | | | |
| | (As of June 27, 200 | | | |

| Special resolution of general shar | eholders' meeting (June 22, 2003) | | | | |
|---|--|--|--|--|--|
| Number of shares to be issued | 978,000 Common stocks | | | | |
| Eligible holder of rights | Directors: 8 (576,000 Shares) Employees: 63 (282,000 Shares) Retired directors: 1 (120,000 Shares) | | | | |
| Total value of payment | 541,812,000 Yen | | | | |
| Price of issuance and amount to be capitalized as common stocks | Price of issuance: 554 Yen Capitalized as common stocks: 277 Yen | | | | |
| Period of exercise of rights | From July 15, 2005 to July 14, 2008 | | | | |
| Restrictions on assignment of rights | Assignments of rights require the approval of board of directors. | | | | |

(As of June 27, 2005)

| Special resolution of general shar | eholders' meeting (June 27, 2004) | | | |
|---|---|--|--|--|
| Number of shares to be issued | 964,500 Common stocks | | | |
| Eligible holder of rights | Directors: 8 (405,000 Shares) Employees: 76 (559,500 Shares) | | | |
| Total value of payment | 1,173,796,500 Yen | | | |
| Price of issuance and amount to be capitalized as common stocks | Price of issuance: 1,217 Yen Capitalized as common stocks: 609 Yen | | | |
| Period of exercise of rights | From July 15, 2006 to July 14, 2009 | | | |
| Restrictions on assignment of rights | Assignments of rights require the approval of board of directors. | | | |

2 Acquisition of treasury stocks

No relevant items.

3 <u>Dividend Policy</u>

The Company has a policy to distribute 30% of net income as dividend every year.

The Company's retained earnings will be invested on systems and others and will be used as operating capital for the margin trading service.

4 Price of Shares

| Yearly Highest and Lowest Prices for the Last Five fiscal years | | Year Ended March 31, 2001 | Year Ended March 31, 2002 | Year Ended March 31, 2003 | Year Ended March 31, 2004 | Year Ended March 31, 2005 |
|---|---------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| | Highest (Yen) | _ | 2,020 | 1,800 | 3,570 | 4,370 [1,509] |
| | Lowest (Yen) | | 1,410 | 675 | 705 | 2,695 [1,355] |

| Monthly Highest and Lowest Prices for the second half of fiscal 2004 Ended March 31, 2005 | | October 2004 | November 2004 | December 2004 | January 2005 | February 2005 | March 2005 |
|--|---------------|-----------------|------------------|------------------|-----------------|------------------|------------------|
| | Highest (Yen) | 3,050 | 3,310 | 3,570 | 3,870 | 3,860 | 4,370 [1,509] |
| | Lowest (Yen) | 2,710 | 2,740 | 3,070 | 3,360 | 3,590 | 3,780 [1,355] |

Note:

- 1. The Company's shares have been listed on the Tokyo Stock Exchange since August 1, 2001.
- 2. The prices shown in parentheses are those of ex-rights due to the stock split.

5 Executives

| | Title | Number of shares held |
|--------------------|---|-----------------------|
| Michio Matsui | President and Chief Executive Officer | 35,096 |
| Yuichiro Kuki | Senior Managing Director | 139 |
| Hirohito Imada | Senior Managing Director (Chief Financial Officer) | 1 |
| Akira Nakamura | Managing Director (General Manager of Compliance Office) | 307 |
| Yoshihiko Sugiyama | Director (General Manager of Risk Management Dept.) | 110 |
| Masahito Amemiya | Director (General Manager of President Office) | 121 |
| Ayumi Sato | Director (General Manager of Customer Support Dept.) | 28 |
| Yukihiro Yabuki | Director (General Manager of Business Development Dept.) | 1 |
| Yoshinobu Isokawa | Standing Corporate Auditor | 23 |
| Kyosuke Moriya | Corporate Auditor | 318 |
| Kentaro Aoki | Corporate Auditor | |
| Total | | 36,144 |

The Company appointed Mr. Yoshio Yoshida, a lawyer, as a substitute auditor in preparation for the vacancy of incumbent auditors.

6 Corporate Governance

Translation omitted.

7 Operations of Business

(1) <u>Commissions</u>

(Millions of Yen)

| | | Stocks | Bonds | Beneficiary Certificates | Others | Total |
|------------------------------|---|--------|----------|-----------------------------|--------|--------|
| | Brokerage commissions | 18,798 | _ | 83 | 52 | 18,933 |
| | Underwriting and selling commissions | 191 | | _ | _ | 191 |
| Year ended March 31, 2004 | Subscription and distribution commissions | 35 | _ | _ | 1 | 36 |
| | Others | 332 | - | 1 | 714 | 1,047 |
| | Total | 19,355 | 1 | 85 | 766 | 20,206 |
| | Brokerage commissions | 25,060 | _ | 86 | 36 | 25,182 |
| | Underwriting and selling commissions | 307 | _ | | _ | 307 |
| Year ended March 31, 2005 | Subscription and distribution commissions | 29 | | | | 29 |
| | Others | 597 | _ | 5 | 962 | 1,564 |
| | Total | 25,993 | | 91 | 998 | 27,083 |

(2) Net Gain on Trading

(Millions of Yen)

| | Year ended March 31, 2004 Realized Evaluation gain and loss gain and loss | | | Year ended March 31, 2005 | | | |
|---|--|----|----|---------------------------|--------------------------|-------|--|
| | | | | Realized gain and loss | Evaluation gain and loss | Total | |
| Net gain on trading of stocks | (2) | 29 | 28 | (94) | (0) | (94) | |
| Net gain on trading of bonds and others | 1 | 1 | 2 | 6 | (0) | 6 | |
| Bonds | _ | | _ | | | | |
| Others | 1 | 1 | 2 | 6 | (0) | 6 | |
| Total | (0) | 30 | 30 | (88) | (0) | (88) | |

(3) Operations of Securities Trading

[1] Trading of securities excluding futures trading

i)Stocks

(Thousands of shares, millions of Yen) In the securities markets Out of the securities market Total Brokerage Proprietary trading Brokerage Proprietary trading Number of Number of Number of Number of Number of Value Value Value Value Value shares shares shares shares shares Year ended March 31, 2004 24,476,195 12,894,367 7,150 2,980 819,632 753,607 710 25,303,687 13,651,243 Year ended (26,829)(510)March 31, 2005 29,929,376 19,096,712 8,645 2,779 1,321,343 1,301,966 217 1,263 31,259,581 20,402,719

Note: Number of shares and trade value shown in parentheses are those of foreign securities, which are also included in the numbers below each.

(Margin Trading)

(Thousands of shares, millions of Yen)

| | Brokerage | | Proprietar | y trading | Total | | |
|------------------------------|------------------|-----------------|------------|------------------|------------|------------|--|
| | Number of shares | l Value I Value | | Number of shares | Value | | |
| Year ended March 31, 2004 | 16,968,701 | 9,960,124 | 77 | 338 | 16,968,778 | 9,960,462 | |
| Year ended March 31, 2005 | 19,654,387 | 14,196,879 | 111 | 448 | 19,654,498 | 14,197,328 | |

ii) Bonds

(Thousands of shares, millions of Yen)

| | Government bonds | Municipal bonds | Special bonds | Corporate bonds | Foreign bonds | Total |
|------------------------------|------------------|--------------------|------------------|-----------------|------------------|-------|
| Year ended March 31, 2004 | _ | - Salarina | | | | |
| Year ended March 31, 2005 | | _ | _ | _ | _ | |

(Brokerage trading)

(Thousands of shares, millions of Yen)

| | | | 1,110 | raganas or snarc | 70, 111111107110 OT 11 | |
|------------------------------|------------------|--------------------|------------------|--------------------|------------------------|-------|
| | Government bonds | Municipal bonds | Special bonds | Corporate bonds | Foreign bonds | Total |
| Year ended March 31, 2004 | | | _ | _ | | _ |
| Year ended March 31, 2005 | | _ | | | | _ |

iii) Beneficiary Certificates

(Millions of Yen) Brokerage Proprietary trading Stock investment Stock investment Bond investment Total Foreign Foreign investment investment trust trust Unit type Open type Unit type Open type Open type Year ended 62,627 58 62,685 March 31, 2004 Year ended 71,857 1 53 71,912 March 31, 2005

iv) Others

(Millions of Yen) Foreign New-share new-share Commercial Foreign purchase Others Total purchase paper certificates rights rights Year ended 12,108 12,108 March 31, 2004 Year ended 8,411 8,411 March 31, 2005

(Brokerage trading)

| | | | | (Thousar | ids of shares, m | illions of Yen) |
|------------------------------|---------------------------------|--|---------------------|-------------------------|------------------|-----------------|
| | New-share purchase rights | Foreign new-share purchase rights | Commercial Paper | Foreign certificates | Others | Total |
| Year ended March 31, 2004 | _ | _ | _ | | 12,108 | 12,108 |
| Year ended March 31, 2005 | _ | _ | | _ | 8,411 | 8,411 |

[2] Futures Trading

i)Stock-related

(Millions of Yen)

| | | | | | (Minions of Ten) |
|---------------------------|-----------|---------------------|------------|---------------------|------------------|
| | Futures | strading | Option | Total | |
| | Brokerage | Proprietary trading | Brokerage | Proprietary trading | Total |
| Year ended March 31, 2004 | _ | | 10,862,936 | 1,957 | 10,864,893 |
| Year ended March 31, 2005 | _ | _ | 14,279,955 | _ | 14,279,955 |

ii)Bond-related

(Millions of Yen)

| | Futures | trading | Option | (Millotts of Ten) | |
|---------------------------|-----------|---------------------|-----------|---------------------|-------|
| | Brokerage | Proprietary trading | Brokerage | Proprietary trading | Total |
| Year ended March 31, 2004 | | _ | | _ | _ |
| Year ended March 31, 2005 | _ | _ | _ | _ | _ |

[3] Underwriting and selling, Subscription and distribution and Private offering

i)Stocks

(Thousands of Shares, millions of Yen)

| | | Under | writing | Sell | ling | Subscription | | Distribution | | Private offerings | |
|----------------|--------------------|------------------|---------|------------------|-------|------------------|-------|------------------|-------|-------------------|-------|
| | | Number of shares | Value | Number of shares | Value | Number of shares | Value | Number of shares | Value | Number of shares | Value |
| Year ended | Domestic Stocks | 1,150 | 3,397 | 78 | 698 | 47 | 1,706 | _ | _ | | |
| March 31, 2004 | Foreign Stocks | - | | _ | _ | | _ | _ | | | _ |
| Year ended | Domestic Stocks | 544 | 5,399 | 363 | 1,688 | 57 | 793 | 19 | 56 | _ | _ |
| March 31, 2005 | Foreign Stocks | - | | | _ | _ | | _ | | _ | |

ii)Bonds

(Millions of Yer

| | | | | | | Millions of Yen) |
|----------------|------------------|--------------|---------|--------------|--------------|-------------------|
| | | Underwriting | Selling | Subscription | Distribution | Private offerings |
| | Government Bonds | _ | _ | _ | | _ |
| | Municipal Bonds | _ | _ | _ | | |
| Year ended | Special Bonds | _ | _ | _ | _ | _ |
| March 31, 2004 | Corporate Bonds | _ | _ | _ | | _ |
| | Foreign Bonds | - | - | _ | | |
| | Total | _ | _ | _ | | _ |
| | Government Bonds | - | _ | | | _ |
| | Municipal Bonds | _ | | _ | _ | _ |
| Year ended | Special Bonds | _ | - | | | _ |
| March 31, 2005 | Corporate Bonds | _ | | _ | _ | |
| Ī | Foreign Bonds | _ | | _ | _ | _ |
| | Total | | _ | _ | | _ |

iii)Beneficiary certificates

(Millions of Yen)

| | Underwriting | Selling | Subscription | Distribution | Private offerings |
|---------------------------|--------------|---------|--------------|--------------|-------------------|
| Year ended March 31, 2004 | | _ | 2,098 | _ | |
| Year ended March 31, 2005 | _ | _ | 3,160 | _ | _ |

iv)Others

(Millions of Yen)

| | | | | | | (Millions of Yen) |
|---------------------------|----------------------|--------------|---------|--------------|--------------|-------------------|
| | Products | Underwriting | Selling | Subscription | Distribution | Private offerings |
| Year ended March 31, 2004 | Commercial Paper | | _ | | _ | _ |
| | Foreign certificates | | _ | _ | | _ |
| | Others | _ | _ | 12 | | _ |
| | Commercial Paper | | | _ | _ | |
| Year ended March 31, 2005 | Foreign certificates | | _ | _ | _ | |
| | Others | | | | _ | _ |

(4) Other Operations [1] Custody of Securities

| | | Stocks | Bonds | Beneficiary certificates | | | Others | | | | |
|-----------|------------------------|------------------------|--------------------|--------------------------|-----------------|-----------------------------------|--------------------------|--------------------------------------|--|--------------------------|---------------|
| | Damastia | 815,345 | | Unit type | | — million units | Subscription warrant | — million warrants | | | |
| | Domestic Securities | thousand shares | million yen | Open type | Stocks | 6 million units | | | | | |
| As of | Securities | (523,118 million yen) | minion yen | Open type | Bonds | million units | Commercial paper | — million yen | | | |
| March 31, | | 2 | | Corporate type | | million units | Subscription warrant | million warrants | | | |
| 2004 | Foreign | thousand shares | | | | 1,168 million units | | | | | |
| | Securities | (0 million ven) | million dollars Co | million dollars | million dollars | million dollars C | Contract Type | | | Other foreign securities | — million yen |
| | | (5 (1111110111) 5071) | | | | (1,2 19 million yen) | Others | 33 million warrants | | | |
| | Domestic | 823,224 | | Unit type | | million units | Subscription warrant | million warrants | | | |
| | Securities | thousand shares | million yen | Open type | Stocks | 1 million units | | | | | |
| | Gecunies | (565,123 million yen) | Tillion yen | Орентуре | Bonds | million units | Commercial paper | — million yen | | | |
| As of | · · | | | Corporate type | | million units | Subscription warrant | million warrants | | | |
| March 31, | | 21.888 | | Contract Type | | 2,274 million units | | | | | |
| 2005 | Foreign | thousand shares | _ | Contract Type | | (2,435 million yen) | | | | | |
| | Securities | ties (427 million yen) | million dollars | Foreign | | | Other foreign securities | million yen | | | |
| | | (72) million yen) | | beneficiary | | 0 million units | Others | 43 million warrants | | | |
| | | | | certificates | | | | | | | |

[2] Margin trading

| | Loans to customers for th number of shares custome | | (Thousands of shares, millions of Yen) Number of shares the Company lends to customers and the value of these securities sold by the customers | | |
|---------------------------|--|------------------|---|--------|--|
| | Value | Number of shares | Number of shares | Value | |
| Year ended March 31, 2004 | 252,081 | 377,272 | 57,262 | 37,296 | |
| Year ended March 31, 2005 | 384,484 | 572,987 | 66,887 | 39,535 | |

(5) Capital Adequacy Ratio

(Millions of Yen) As of March 31, 2004 As of March 31, 2005 Tier I Capital 1 36,799 45,554 213 Net unrealized gain on investment 52 1,261 1,888 Statutory reserves Tier II Capital ② Allowance for doubtful accounts 205 171 Short-term Subordinate debts 500 2,019 2,272 Assets to be deducted 3 4,633 5,207 from equity capital ①+②-③ (A) Equity capital after deduction 34,184 42,618 Market risk 135 166 Counterparty risk 5,439 8,341 Risk Basic risk (The quarter of total operating expenses for the year 2,262 2,963 ended the last month but one) Total (B) 7,837 11,471 436.1 $(A)/(B)\times 100$ 371.5 Capital adequacy ratio

Note: Capital adequacy ratio is calculated with appropriated retained earnings being deducted from Tier I Capital.

Part 5 Financial Status

1 Presentation of Financial Statements

(1) Consolidated Financial Statements

Pursuant to the "Regulations of Consolidated Financial Statements" (Ministry of Finance Ordinance No. 28, 1976) and its Article 46 and 68, the consolidated financial statements of the Company are prepared in accordance with the "Cabinet Office Ordinance Concerning Securities Companies" (Prime Minister's Office Ordinance and Ministry of Finance Ordinance No. 32, 1998) and the "Uniform Accounting Standards of Securities Companies" (set by the board of directors of the Japan Securities Dealers' Association, November 14, 1974).

Due to the proviso of the additional clause 2 of the "Revision of the regulations of financial statements" (Cabinet Office Ordinance No.5, January 30, 2004), the consolidated financial statements have been prepared according to the former regulations.

(2) Non-Consolidated Financial Statements

Pursuant to the "Regulations of Financial Statements" (Ministry of Finance Ordinance No. 59, 1963) and its Article 2, the non-consolidated financial statements of the Company are prepared in accordance with the "Cabinet Office Ordinance Concerning Securities Companies" (Prime Minister's Office Ordinance and Ministry of Finance Ordinance No. 32, 1998) and the "Uniform Accounting Standards of Securities Companies" (set by the board of directors of the Japan Securities Dealers' Association, November 14, 1974).

Due to the proviso of the additional clause 2 of the "Revision of the regulations of financial statements" (Cabinet Office Ordinance No.5, January 30, 2004), the financial statements have been prepared according to the former regulations.

(3) Presentation of Amounts

The amounts presented in the consolidated and non-consolidated financial statements are rounded to the nearest million yen.

2 Audit Report

The consolidated and non-consolidated financial statements for the fiscal years ended March 31, 2004 and 2005 were audited by ChuoAoyama Audit Corporation based on the Article 193-2 of Japanese Securities and Exchange Law.

Notice to readers:

The accompanying consolidated financial statements and non-consolidated financial statements have been prepared in accordance with the provision set forth in the Commercial Code of Japan and the Securities and Exchange Law, and in conformity with accounting principles and practices generally accepted in Japan, which are different in certain respects from the application and disclosure requirements of International Financial Reporting Standards.

The consolidated financial statements and non-consolidated financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Japan.

1 Consolidated Financial Statements

(1) Consolidated Financial Statements

[1] Consolidated Balance Sheets

| ltem | | Mar | ch 31, 2004 | | Ma | rch 31, 2005 | |
|--|--------------|-------------------|-------------|----------|------------|--------------|-------|
| 1.0.11 | Note | Millions of Yen % | | Millions | of Yen | % | |
| (Assets) | | | | | | | |
| I Current Assets | | | | | | | |
| Cash and bank deposits | | | 29,744 | | | 61,251 | |
| Cash segregated as deposits | | | 183,002 | | | 223,003 | |
| Cash in trust | | | 4,400 | | | 9,000 | |
| Trading assets | | | 397 | | İ | 107 | |
| Net receivables arising from pre-settlement date trades | | | 14 | | | 923 | |
| Margin account assets: | | | 261,154 | | | 389,358 | |
| Loans receivable from customers | | 252,081 | | | 384,484 | | |
| Cash deposited as collateral for | | 0.070 | | | 4.075 | | |
| securities borrowed from securities finance companies | | 9,073 | | | 4,875 | | |
| Receivable on collateralized securities transactions: Cash deposits collateral | | | _ \ | | | 1,610 | |
| for securities borrowed | | - | | | 1,610 | | |
| Receivables from customers and others | | | 23 | | | 133 | |
| Advance paid for subscription | | | 44 | | | - | |
| Short-term guarantee deposits | | | 899 | | | 6,795 | |
| Prepaid expenses | | | 176 | | ļ | 183 | |
| Accrued income | | | 1,931 | | | 3,431 | |
| Deferred income taxes | | | 692 | | | 613 | |
| Others | | | 616 | | | 1,033 | |
| Allowance for doubtful accounts | | | (206) | | | (171) | |
| Total current assets | | | 482,887 | 98.9 | | 697,270 | 99.1 |
| I Fixed assets | | | | | | | |
| 1 Tangible fixed assets | | | 974 | 0.2 | | 1,155 | 0.2 |
| Buildings | ※ 1 | 461 | | | 433 | | |
| Equipment and instruments | ※ 1 | 194 | | | 249 | | |
| Land | | 319 | | | 474 | | |
| 2 Intangible assets | | | 2,055 | 0.4 | | 2,253 | 0.3 |
| Software | | 1,997 | | | 2,215 | | |
| Others | | 58 | 2.250 | 0.5 | 39 | 0.777 | 0.4 |
| 3 Investments and others | | 1 1 7 7 | 2,250 | 0.5 | 1 600 | 2,777 | 0.4 |
| Investment in partnership | | 1,177 | | | 1,680 2 | | |
| Investment in partnership Long-term loans receivable | | 168 | | | 30 | | |
| Long-term guarantee deposits | | 193 | | | 202 | | |
| Long-term guarantee deposits Long-term prepaid expenses | | 21 | | | 13 | | |
| Deferred income taxes | | 643 | | | 776 | | |
| Others | 1 | 307 | | | 104 | | |
| Allowance for doubtful accounts | | (261) | | | (31) | | |
| Total fixed assets | | (==-/ | 5,279 | 1.1 | (/ | 6,185 | 0.9 |
| Total assets | | | 488,166 | 100.0 | | 703,456 | 100.0 |

| ltem | | March 31, 2004 | | | Mai | rch 31, 2005 | |
|--|------------|-----------------|---------|-------|-----------------|--------------|-------|
| | Note | Millions of Yen | | % | Millions of Yen | | % |
| (Liabilities) | | | | | | | |
| I Current liabilities | | | | | | | |
| Trading assets | | | 217 | | | 0 | |
| Margin account liabilities: | | | 101,342 | | | 142,920 | |
| Loans from securities finance companies | ※2 | 64,046 | | | 103,384 | | |
| Proceeds of securities sold on customers' account | | 37,296 | | | 39,535 | | |
| Payables on collateralized securities transactions: Cash deposits as collateral for securities loaned | | 23,579 | 23,579 | | 73,780 | 73,780 | |
| Deposits received | | | 79,361 | | | 106,567 | |
| Guarantee money received | | | 112,977 | | | 137,467 | |
| Suspense account for | | | | | | | |
| undelivered securities | | Ì | 15 | | | 1 1 | ľ |
| Short-term borrowings | ※2 | | 25,177 | | | 93,829 | |
| Commercial paper | | | 3,000 | | | 1,000 | |
| Bond due within one year | ※ 4 | | 500 | | | _ | |
| Deferred revenue | | | 88 | | | 99 | |
| Accounts payable | į | | 619 | | | 750 | |
| Accrued expenses | | | 943 | | | 1,353 | |
| Accrued income taxes | | | 6,112 | | | 6,342 | |
| Accrued bonuses | | ļ | _ | | | 301 | |
| Others | | | 0 | | | 0 | |
| Total current liabilities | | | 353,929 | 72.5 | | 564,409 | 80.2 |
| I Long-term liabilities | | ļ | | | | | |
| Bond | | | 20,000 | | | 40,000 | |
| Convertible bond | | | 40,000 | | | 40,000 | |
| Long-term borrowings | | | 33,532 | | | 7,203 | |
| Reserve for directors' retirement bonuses | | | 281 | | į | 241 | |
| Others | | | 0 | | | 0 | |
| Total long-term liabilities | | - | 93,813 | 19.2 | | 87,443 | 12.4 |
| Ⅲ Statutory reserves | | | , | | | , | |
| Reserve for securities | ※ 5 | | 1,261 | | | 1,888 | |
| transactions | ~5 | - | | | | | |
| Total statutory reserves | | | 1,261 | 0.3 | | 1,888 | 0.3 |
| Total liabilities | - | | 449,004 | 92.0 | | 653,740 | 92.9 |
| (Shareholders `equity) | | | | | | | |
| I Common Stock | | | 11,463 | 2.3 | ĺ | 11,469 | 1.7 |
| Ⅱ Capital surplus | | | 9,312 | 1.9 | \ | 9,317 | 1.3 |
| Ⅲ Eamed surplus | | | 18,352 | 3.8 | | 28,737 | 4.1 |
| IV Net unrealized gain (loss)on investment securities, net of taxes | | | 52 | 0.0 | | 213 | 0.0 |
| V Treasury Stock | % 6 | | (17) | (0.0) | j | (21) | (0.0) |
| Total shareholders' equity | | | 39,162 | 8.0 | | 49,715 | 7.1 |
| Total liabilities and | | | 488,166 | 100.0 | | 703,456 | 100.0 |
| shareholders' equity | | | 400,100 | 100.0 | | 103,430 | 100.0 |

[2] Consolidated Statements of Income

| | | Year ended March 31, 2004 | | 004 | Year end | ed March 31, 2 | 005 |
|--|------|---------------------------|-----------------|-------|----------|-----------------|-------|
| ltem | Note | Millions | of Yen | % | Millions | of Yen | % |
| I Operating revenues | | | | | | | |
| Commissions | | | 20,206 | | | 27,083 | |
| Brokerage | | 18,933 | | | 25,182 | | |
| commissions Underwriting and | | | | | | | , , |
| selling commissions | | 191 | | | 307 | | |
| Subscription and | | 00 | | ! | | Ì | |
| distribution commission | | 36 | | | 29 | | |
| Others | | 1,047 | | İ | 1,564 | | |
| Net gain (loss) on trading | | | 30 | | | (88) | |
| Interest and dividend | | | 4,800 | | | 9,923 | |
| income | | - | | 100.0 | | | 400.0 |
| Total operating revenues | | | 25,036 | 100.0 | | 36,918 | 100.0 |
| II Interest expenses | | | 1,298 23,738 | 94.8 | | 2,295 34,623 | 93.8 |
| Net Operating revenues III Selling, general and | | | | | | | |
| administrative expenses | | | 9,453 | 37.8 | | 12,016 | 32.6 |
| Transaction related | | 2,261 | | | 3,339 | | |
| expenses Employees' compensation | | | | | | | |
| and benefits | ※1 | 1,863 | | | 1,927 | | |
| Occupancy and rental | ļ | 369 | | | 273 | | |
| Data processing and | | 3,986 | | | 5,373 | | |
| office supplies Depreciation | | 689 | | | 754 | | |
| Duties and taxes other | | 67 | | | | | 91 |
| than income taxes | | 67 | | | 195 | | |
| Provision of allowance for doubtful accounts | | 94 | | | _ | | |
| Others | | 125 | | | 154 | | |
| Operating income | | | 14,285 | 57.0 | | 22,607 | 61.2 |
| IV Non-operating income | | | 30 | 0.1 | | 73 | 0.2 |
| V Non-operating expenses | | | 298 | 1.1 | | 108 | 0.3 |
| Bond issuing costs | | 169 | i | | 95 | | |
| Others | | 129 | | ļ | 14 | | |
| Ordinary income | | | 14,016 | 56.0 | | 22,571 | 61.1 |

| | | Year ended March 31, 2004 | | 004 | Year end | ed March 31, 20 | 005 |
|--|------|---------------------------------|--------|------|-------------------------------|-----------------|------|
| Item | Note | Millions | of Yen | % | Millions | of Yen | % |
| VI Special profits Gain on sales of investment securities Gain on sales of corporate golf membership and resort membership Reversal of allowance for doubtful accounts Total special profits | | 0 1 - | 2 | 0.0 | 49 | 49 | 0.2 |
| VII Special losses Loss on sales and disposals of property and equipment Provision for statutory reserves Devaluation loss on telephone subscription rights Devaluation loss on investment securities Loss on cancellation of lease contracts Devaluation loss on corporate golf membership and resort membership Loss on sales of corporate golf membership and | *2 | 130 508 55 48 6 | | | 19 627 8 — — — | | |
| resort membership Expenses for the relocation of the head office Total special losses | | 29 | 776 | 3.1 | | 653 | 1.8 |
| Income before income taxes | | | 13,242 | 52.9 | | 21,967 | 59.5 |
| Income taxes - current | | 6,676 | | | 9,487 | | |
| Income taxes - deferred | | (713) | 5,962 | 23.8 | (164) | 9,322 | 25.2 |
| Net income | | | 7,280 | 29.1 | | 12,645 | 34.3 |

[3] Consolidated Statements of Retained Earnings

| | | Year ended March 31, 2004 | | Year ended M | 1arch 31, 2005 |
|---|------|---------------------------|--------|--------------|----------------|
| ltem | Note | Millions | of Yen | Millions | of Yen |
| (Capital surplus) | | | | | |
| Beginning balance of capital surplus | | ļ | 9,254 | | 9,312 |
| | | | | | |
| Issuance of new shares on the exercise of new-share purchase rights | | 57 | 57 | 6 | 6 |
| Ⅲ Capital surplus at end of period | | | 9,312 | | 9,317 |
| (Earned surplus) | | | | | |
| IV Beginning balance of earned surplus | | | 11,516 | | 18,352 |
| V Increase in earned surplus | | | | | |
| 1 Net income | | 7,280 | 7,280 | 12,645 | 12,645 |
| VI Decrease in earned surplus | | ; | | | |
| 1 Cash dividends | | 444 | | 2,183 | |
| 2 Bonus to directors | | _ | | 74 | |
| Bonus to corporate auditors | | _ | 444 | 3 | 2,260 |
| | | | 18,352 | | 28,737 |

[4] Consolidated Statements of Cash Flows

| | | Year ended March 31, 2004 | Year ended March 31, 2005 |
|---|------|---------------------------|---------------------------|
| Item | Note | Millions of Yen | Millions of Yen |
| I Cash flows from operating activities | † | | |
| Income before income taxes | | 13,242 | 21,967 |
| Depreciation and amortization | | 689 | 754 |
| Net change in allowance for doubtful accounts | | 94 | (265) |
| Net change in accrued bonuses | | (98) | 301 |
| Net change in reserve for securities | | 508 | 627 |
| transactions | | | |
| Interest and dividend income | | (14) | (568) |
| Interest expenses | | 313 | 925 |
| Interest income on margin transactions | | (4,720) | (9,288) |
| Interest expenses on margin transactions | | 862 | 1,227 |
| Loss on sales and disposals of property | | 130 | 19 |
| and equipment | | | |
| Devaluation loss on telephone subscription rights | | _ | 8 |
| Loss on sales of investment securities | | (0) | |
| Devaluation loss on corporate golf | | 1 | |
| membership and resort membership | | 6 | _ |
| Net change in deposits segregated | | (105.201) | (40,002) |
| for customers | | (105,201) | (40,002) |
| Net change in cash in trust | | (4,400) | (4,600) |
| Net change in trading assets | | (180) | 73 |
| Net change in net receivables arising from | | _ | (909) |
| pre-settlement date trades | | (404) | , . |
| Net change in margin assets and liabilities | | (121,683) | (86,626) |
| Net change in receivable on collateralized securities transactions | } | _ | (1,610) |
| Net change in deposits received | | 44,105 | 27,206 |
| Net change in cash collateral for securities | } | | |
| loaned | | 18,715 | 50,202 |
| Net change in guarantee deposits received | | 65,234 | 24,490 |
| Net change in short-term guarantee deposits | | 2,100 | (5,897) |
| Bonus to director | | | (77) |
| Others | | (65) | (147) |
| Sub total | - | (90,362) | (22,189) |
| Interest and dividend received | | 14 | 521 |
| Interest paid | | (156) | (860) |
| Interest on margin transactions received | | 4,289 | 8,128 |
| Interest on margin transactions paid | | (915) | (1,208) |
| Income taxes paid | | (699) | (9,412) |
| Net cash flows from operating activities | | (87,829) | (25,019) |
| II Cash flows from investing activities | | | |
| Payments for purchases of property and | | (337) | (275) |
| equipment | | | |
| Payments for purchases of intangible assets | | (512) | (622) |
| Payments for purchases of investment securities | | (250) | (130) |
| Proceeds from sales of investment securities | | 7 | |
| Proceeds from maturity and cancellation | | · | |
| of insurance contracts | + | 0 | 0 |
| Others | } | (198) | 1 |
| Net cash flows from investing activities | 1 | (1,290) | (1,026) |
| riet cash hows north investing activities | l | (1,290) | (1,020) |

| | | Year ended March 31, 2004 | Year ended March 31, 2005 |
|---|-----------|---------------------------|---------------------------|
| ltem | Note | Millions of Yen | Millions of Yen |
| Ⅲ Cash flows from financing activities | + | | |
| Net change in short-term borrowings | | 16,950 | 40,200 |
| Net change in commercial paper | 1 | 3,000 | (2,000) |
| Proceeds from long-term borrowings | | 35,080 | 4,500 |
| Repayments of long-term borrowings | | (499) | (2,377) |
| Payments for installment purchase obligation | | (143) | |
| Proceeds from issuance of bonds | | 59,831 | 19,905 |
| Repayment for corporate bond | | _ | (500) |
| Proceeds from issuance of shares | | 115 | 10 |
| Payments for purchase of treasury stock | | (15) | (4) |
| Dividends paid | | (444) | (2,183) |
| Net cash flows from financing activities | | 113,875 | 57,552 |
| IV Translation difference of cash and cash equivalent | | (0) | (0) |
| V Net change in cash and cash equivalent | | 24,756 | 31,507 |
| VI Cash and cash equivalent at beginning of period | | 4,989 | 29,744 |
| VII Cash and cash equivalent at end of period | ※1 | 29,744 | 61,251 |

Significant Accounting Policies for the Consolidated Financial Statements

| | Year ended March 31, 2004 | Year ended March 31, 2005 |
|---------------------------------|--|---|
| 1. Scope of Consolidation | Number of Consolidated subsidiary: 1 (Matsui Real Estate Co., Ltd.) | Same as the left column. |
| 2. Application of equity method | The Company has neither unconsolidated subsidiaries nor affiliates for which an equity method is to be applied. | Same as the left column. |
| 3. Accounting period | The fiscal year of the consolidated subsidiary ends March 31, the same fiscal year-end as the parent company. | Same as the left column. |
| 4. Accounting policies | (1) Valuation of securities and derivatives (i) Securities and derivatives classified in trading assets: Securities and derivatives classified in trading assets are valued at fair value. (ii) Securities not classified in trading assets: Other securities, such as available-for-sale securities, whose fair values are readily determinable, are stated at fair value with unrealized gains or losses included as a component of shareholders' equity, net of applicable income taxes. Other securities not publicly quoted are stated at cost determined on a moving average method. | (1) Valuation of securities and derivatives (i) Securities and derivatives classified in trading assets: Same as the left column. (ii) Securities not classified in trading assets: Same as the left column. |
| | (2) Depreciation of depreciable assets (i) Tangible fixed assets The Company applies straight-line method while the consolidated subsidiary applies declining-balance method. Useful life for depreciation is 15 to 40 years for buildings and 4 to 10 years for equipment and instruments. (ii) Intangible assets Straight-line method is primarily applied. Software for in-house use is depreciated under straight-line method based on internal estimated useful life (within 5 years). | (2) Depreciation of depreciable assets (i) Tangible fixed assets Same as the left column. (ii) Intangible assets Same as the left column. |

| Year ended March 31, 2004 | Year ended March 31, 2005 |
|--|--|
| (3) Accounting policies for significant provisions (i) Allowance for doubtful accounts An allowance for doubtful accounts is provided for estimated | (3) Accounting policies for significant provisions (i) Allowance for doubtful accounts Same as the left column. |
| uncollectible doubtful accounts at an amount specifically assessed plus an amount computed based on historical loss experience. (ii) Accrued bonuses Estimated amount of employees' bonuses is accrued. In the year ended March 31, 2004, the company changed its compensation scheme. As a result, there are no expected amount of bonus payment in the subsequent period, accordingly, the accrued | (ii) Accrued bonuses Estimated amount of employees bonuses is accrued. |
| bonuses are not recorded as at March 31, 2004. (4) Accounting for important lease transactions Financial leases that do not transfer ownership to lessees are not capitalized and are accounted for in the same manner as operating leases ("non-capitalized finance leases"). | (4) Accounting for important lease transactions Same as the left column. |
| (5) Hedge accounting (i) Hedge accounting method The Company is eligible for the application of an allowed alternative method for the interest rate swap. The Company accounts for the interest rate swap trading pursuant to the allowed alternative method. | (5) Hedge accounting (i) Hedge accounting method Same as the left column. |
| (ii) Means for hedging and objective of hedging (Hedging instruments) Interest rate swap (Hedging items) Borrowings (iii) Hedging policy The Company and its subsidiary use interest rate swap trading to limit exposures to fluctuations in interest rates. The objective of hedging is identified for individual contract. (iv) Judgment for effectiveness of hedging The Company omits judgment for hedging due to the allowed | (ii) Means for hedging and objective of hedging (Hedging instruments) Interest rate swap (Hedging items) Borrowings and others (iii) Hedging policy The Company and its subsidiary use interest rate swal trading to limit exposures to fluctuations in interest rates. The objective of hedging is identified for individual contract. (iv) Judgment for effectiveness of hedging The Company omits judgment for hedging due to the allower |
| alternative method. (6) Other material items National and local consumption taxes are separately recorded. | alternative method. (6) Other material items Same as the left column. |

| | Year ended March 31, 2004 | Year ended March 31, 2005 |
|--|--|---------------------------|
| 5. Appropriation of earnings in the consolidated statements of retained earnings | Consolidated statement of retained earnings is based on the appropriation of earnings fixed in the current period. | Same as the left column. |
| Scope of "Cash and cash equivalents" in consolidated statements of cash flows | "Cash and cash equivalents" in consolidated statements of cash flow is defined as liquid fund including cash in hand, current account deposits and short-term investments which is exposed to negligible risk. | Same as the left column. |

Reclassifications

| Year ended March 31, 2004 | Year ended March 31, 2005 |
|--|--|
| Cash in trust, which had been previously included in "Cash segregated as deposits", was reclassified into "Cash in trust" from the current fiscal period. The balance of Cash in trust as of March 31, 2003 was 1,100 Million yen. | |
| | "Net change in net receivables arising from pre-settlement date trades" in the cash flows from operating activities, which had been previously included in "others", was stated separately from the current fiscal period. The balance of "Net change in net receivables arising from pre-settlement date trades", as of March 31, 2004, was 15 Million yen. |

Additional information

| Year ended March 31, 2004 | Year ended March 31, 2005 |
|---------------------------|--|
| | With the promulgation of "The Law for Partial Amendments to Local Tax Law" (Law No.9) on March 31, 2003, a portion of taxation basis of enterprise taxes was changed (pro forma standard taxation basis introduced), and "added value component" and "capital component" were newly added to the taxation basis from the fiscal years beginning on April 1, 2004. As a result, the portion of enterprise tax amounts calculated based on "added value component" and "capital component" in "Selling, General and Administrative expenses" on the consolidated statements of income from this fiscal year pursuant to "Practical Treatment for Presentation of Pro Forma Standard Taxation Portion of Enterprise Tax on Corporation in the Statement of Income" (Accounting Standards Board of Japan, Practice Report No.12) Accordingly, selling, general and administrative expenses have increased by 155 million yen and operating revenues, ordinary income and income before income taxes has decreased by 155 million yen. |

Notes to Consolidated Financial Statements

Notes to Consolidated Balance Sheet

| Year ended March 31, 2004 | Year ended March 31, 2005 | | | | |
|---|---|--|--|--|--|
| X1 Accumulated depreciation deducted from tangible fixed assets is as follows. (Millions of Yen) Buildings 204 Equipment and instruments 145 | X1 Accumulated depreciation deducted from tangible fixed assets is as follows. (Millions of Yen) Buildings 223 Equipment and instruments 192 | | | | |
| Total 349 | Total 415 | | | | |
| ※ 2 Assets collateralized: none of the assets were collateralized. Note: The securities bought by customers using the money loaned from the Company's own fund, of which fair value amounted to 666 million yen are collateralized for the short-term borrowings, 4,648 million yen for the loans from securities finance companies, respectively. 28,290 million yen of the guarantee securities received from customers are collateralized for the loans from securities finance companies. | X 2 Assets collateralized: none of the assets were collateralized. Note: The securities bought by customers using the money loaned from the Company's own fund, of which fair value amounted to 7,782 million yen are collateralized for the loans from securities finance companies. 37,821 million yen of the guarantee securities received from customers are collateralized for the loans from securities finance companies. | | | | |
| ※3 Fair values of securities received and deposited are as follows (Excluding those listed in Note ※3). | ※3 Fair values of securities received and deposited are as follows. | | | | |
| Securities received and deposited are as follows (Excluding those listed in the previous note): (1) Securities deposited (millions of yen) | Securities received and deposited are as follows (Excluding those listed in the previous note): (1) Securities deposited (millions of yen) | | | | |
| ① Securities lent for customers' short position of margin trading ② Collateralized securities for the loans from securities companies ③ Securities loaned out in securities loaned: vs. cash transactions ④ Long-term guarantee securities deposited 42,484 65,831 24,990 2,171 | ① Securities lent for customers' short position of margin trading ② Collateralized securities for the loans from securities companies ③ Securities loaned out in securities loaned: vs. cash transactions ④ Long-term guarantee securities deposited ① 41,598 101,485 75,091 2,486 | | | | |
| (2) Securities received (millions of yen) ①Securities received for customers' long position of 266,078 margin trading ②Collateralized securities for borrowing securities from 9,091 securities finance companies ③Securities borrowed and deposited from customers 228,009 | (2) Securities received (millions of yen) ①Securities received for customers' long position of 369,084 margin trading ②Collateralized securities for borrowing securities from 4,816 securities finance companies ③Securities received in securities borrowed: vs. cash transactions ④Securities borrowed and deposited from customers | | | | |
| 84 Bond due within one year is subordinated bond under the Article 2 of "Cabinet Office Ordinance on the Capital Adequacy Rule for Securities Companies" (Cabinet Office Ordinance No. 23, 2001). | ×4 | | | | |
| X5 The Company accounts for Reserve for Securities Transactions for the possible customer losses by default of the securities company on securities transactions according to the Article 51 of the Securities Exchange Law. | The Company accounts for Reserve for Securities Transactions for the possible customer losses by default of the securities company, on securities transactions according to the Article 51 of the Securities Exchange Law. | | | | |
| X6 Treasury stocks held by the Company are as follows: Common stock 9,149 shares Total number of shares issued by the Company is 88,967,059 shares. | X6 Treasury stocks held by the Company are as follows: Common stock 10,219 shares Total number of shares issued by the Company is 89,055,315 shares. | | | | |

Notes to Consolidated Statements of Income

| | Year ended March 31, 2 | 004 | Year ended March 31 | , 2005 | | | |
|------------|--|-----------------------|---|-------------------|--|--|--|
| ※ 1 | Employees' compensation and be consolidated statements of incomyen of accrued bonuses. | • | ※1 Employees' compensation and benefits reported in the consolidated statements of income include 301 million yen of accrued bonuses. | | | | |
| ※ 2 | Breakdown of loss on sales and of and equipment is as follows: | disposals of property | ※2 Breakdown of loss on sales and disposals of property and equipment is as follows: | | | | |
| | t | (Millions of yen) | | (Millions of yen) | | | |
| | Loss on disposal: | | Loss on disposal: | | | | |
| | Buildings | 21 | Buildings | 6 | | | |
| 1 | Equipment and instruments | 93 | Equipment and instruments | 1 | | | |
| _ | Software | <u>16</u> | Software | 7 | | | |
| 1 | Total | 130 | Other intangible assets | 5_ | | | |
| | Loss on sales: | | Total Loss on sales: | 19 | | | |
| | | | | _ | | | |

Notes to Consolidated Statements of Cash Flow

| Year ended March 31, 2005 | | | | |
|----------------------------------|--|--|--|--|
| | | | | |
| as follows. | | | | |
| (Millions of yen) | | | | |
| Cash in hand and at banks 61,251 | | | | |
| Cash and cash equivalent 61,251 | | | | |
| - | | | | |

Notes to Lease Transactions

| Year ended March 31, 2004 | Year ended March 31, 2005 | | | | | |
|---|--|--|--|--|--|--|
| Financing lease transactions other than those where title of | Financing lease transactions other than those where title of | | | | | |
| the property is transferred to lessee. | the property is transferred to lessee. | | | | | |
| Acquisition costs equivalent, accumulated depreciation equivalent and equivalent of balance at the end of period. | 1 | | | | | |
| (Millions of Yen) | (Millions of Yen) | | | | | |
| Acquisition price equivalent: | Acquisition price equivalent: | | | | | |
| Equipment and instruments 23 | Equipment and instruments 17 | | | | | |
| Software costs 1 | Software costs 1 | | | | | |
| Total 24 | Total 18 | | | | | |
| Accumulated depreciation equivalent | Accumulated depreciation equivalent | | | | | |
| Equipment and instruments 15 | Equipment and instruments 14 | | | | | |
| Software costs 1 | Software costs 1 | | | | | |
| Total 16 | Total 15 | | | | | |
| Equivalent of balance at end of period | Equivalent of balance at end of period | | | | | |
| Equipment and instruments 8 | Equipment and instruments 3 | | | | | |
| Software costs 0 | Software costs 0 | | | | | |
| Total 8 | Total 4 | | | | | |
| Present value of future lease payments | 2. Present value of future lease payments | | | | | |
| Within 1 year 4 | Within 1 year 4 | | | | | |
| Over 1 year 4 | Over 1 year 0 | | | | | |
| Total 8 | Total 4 | | | | | |
| Lease charge paid, depreciation equivalent and interest equivalent | Lease charge paid, depreciation equivalent and interest equivalent | | | | | |
| (Millions of Yen) | · | | | | | |
| Lease charge paid 169 | Lease charge paid 5 | | | | | |
| Depreciation equivalent 205 | Depreciation equivalent 4 | | | | | |
| Interest equivalent 4 | Interest equivalent 0 | | | | | |
| Calculation method for depreciation equivalent | 4. Calculation method for depreciation equivalent | | | | | |
| Lease term is regarded as durable period and the residual value is regarded as zero. | Same as the left column. | | | | | |
| 5. Calculation method for interest equivalent | Calculation method for interest equivalent | | | | | |
| The difference between total amount of future lease | · · | | | | | |
| payment and acquisition costs equivalent is regarded as | | | | | | |
| interest equivalent, which is allocated to the each of | | | | | | |
| fiscal periods by interest method. | | | | | | |
| · h | | | | | | |

Notes to Securities and Derivatives Transactions

(1) Trading and dealings other than trading

Year ended March 31, 2004

Year ended March 31, 2005

1. Trading purposes

The trading position of the Company arises from dealings of its own account. The Company deals with spot trading of stocks, bonds and other marketable securities, margin trading of stocks, futures trading of stocks and option trading. The purpose of the dealing is not to eam profits to own account, but to provide various services for online trading customers.

The Company also uses foreign exchange forward contracts to limit expense affected by changes in foreign currency exchange rates on its foreign currency settlement transactions and interest rate swap trading to hedge the risk of interest rate on long-term borrowings.

2. Trading policies

To manage the futures trading of stocks and option trading, the Company allocates fund and position limits along with standards of fund operations to the Dealings Section.

But the Company does not trade to earn profits on its account.

The standards require to hold position as less as possible. As dealings with non-trading purposes, the Company uses foreign exchange reservation and interest rate swap trading to hedge the trade backed with actual demand.

3. Risk arising from trading

Risk arising from trading is classified mainly as market risk and credit risk. Market risk is the risk arising from the increase and decrease on position resulting from dealings because of the fluctuation of the value of stocks, interest rate and currencies. Credit risk is the risk that is realized when the trading counterpart becomes incapable of executing the contract.

Risks arising from trading is classified mainly as market risk and credit risk, Market risk is the risk arising from the increase and decrease on position resulting from dealings because of the fluctuation of the value of stocks, interest rate and currencies. Credit risk is the risk that is realized when the trading counterpart becomes incapable of executing the contract.

4. Monitoring of risks

The finance department monitors the limit of risk and positions. The monitoring is reported to the head of internal control periodically.

Trading purposes

The trading position of the Company arises from dealings of its own account. The Company deals with spot trading of stocks, bonds and other marketable securities, margin trading of stocks, futures trading of stocks and option trading. The purpose of the dealing is not to eam profits to own account, but to provide various services for online trading customers.

The Company also uses foreign exchange forward contracts to limit expense affected by changes in foreign currency exchange rates on its foreign currency settlement transactions and interest rate swap trading to hedge the risk of interest rate on borrowings.

Trading policies

Same as the left column.

Risk arising from trading Same as the left column.

4. Monitoring of risks
Same as the left column.

(2) Securities and Derivatives

[1] Trading assets and liabilities

i)Securities held for trading

| | Year | ended March 31, 2 | 2004 | Year ended March 31, 2005 | | | | | |
|------------|-------------------------------------|-------------------|-----------------------------|---------------------------|-------------------|-----------------------------|--|--|--|
| | Book value | (fair value) | Net unrealized | Book value | Net unrealized | | | | |
| | Assets | Liabilities | gain on those securities | Assets | Liabilities | gain on those securities | | | |
| | (Millions of Yen) (Millions of Yen) | | (Millions of Yen) | (Millions of Yen) | (Millions of Yen) | (Millions of Yen) | | | |
| (1) Stocks | 397 | 211 | 30 | 107 | - | _(0) | | | |
| (2) Bonds | | | _ | _ | | | | | |
| (3) Others | _ | 5 | (0) | : | 0 | 0 | | | |
| Total | 397 | 217 | 29 | 107 | 0 | (0) | | | |

ii)Derivative trading

The Company does not hold trading position at the end of period.

[2] Non-trading assets and liabilities

i)"Other securities" whose market price is available

| | | Year er | ded March 3 | 1, 2004 | Year ended March 31, 2005 | | | |
|-----------------------------|------------|--------------------------------------|-----------------------------|-----------------------------|--------------------------------------|-----------------------------|------------------------------|--|
| | Туре | Acquisition cost (Mil. of Yen) | Book value (Mil. of Yen) | Difference (Mil. of Yen) | Acquisition cost (Mil. of Yen) | Book value (Mil. of Yen) | Differences (Mil. of Yen) | |
| | (1) Stocks | 137 | 338 | 201 | 211 | 702 | 491 | |
| Those whose book value | (2) Bonds | | _ | _ | _ | _ | | |
| exceeds acquisition cost | (3) Others | _ | | | _ | _ | | |
| | Sub total | 137 | 338 | 201 | 211 | 702 | 491 | |
| | (1) Stocks | 707 | 594 | (113) | 707 | 575 | (132) | |
| Those whose book value do | (2) Bonds | | _ | _ | _ | | | |
| not exceed acquisition cost | (3) Others | | _ | _ | _ | | | |
| | Sub total | 707 | 594 | (113) | 707 | 575 | (132) | |
| Total | | 844 | 932 | 88 | 918 | 1,277 | 359 | |

ii)"Other securities" sold during the current period (From April 1, 2004 to March 31, 2005)

| Yea | r ended March 31, 20 | 004 | Year ended March 31, 2005 | | | |
|---|----------------------|--|--|--|--|--|
| Revenue from sales (Millions of Yen) Total gain on sales (Millions of Yen) | | Total loss on sales (Millions of Yen) | Revenue from sales (Millions of Yen) | Total gain on sales (Millions of Yen) | Total loss on sales (Millions of Yen) | |
| 7 | 0 | _ | _ | _ | _ | |

iii)Major securities which are not evaluated by market value

| | Current period As of March 31, 2004 | Current period As of March 31, 2005 | | |
|---|--|--|--|--|
| | Book value (Millions of Yen) | Book value (Millions of Yen) | | |
| "Other securities" which are not listed on securities exchanges (Excluding over-the-counter securities) | 244 | 404 | | |

Notes: The Company recorded 55 million yen for devaluation loss of investment securities in the year ended 2004.

iv) Derivative transactions

| | | | Current As of March | | Current period As of March 31, 2005 | | | |
|-------------------|----------|---------|-------------------------------------|---------------------------------|--|---------------------------------|--|--|
| | | | Contract Value (Millions of Yen) | Fair value (Millions of Yen) | Contract Value (Millions of Yen) | Fair value (Millions of Yen) | | |
| Foreign contracts | exchange | forward | 82 | 1 | 27 | (0) | | |

Note:

- 1. The fair values of the foreign exchange forward contracts are estimated based on the discounted amounts of net future cash flows.
- 2. Except for hedged item.

Notes to Income Taxes

| As of March 31, 2004 | As of March 31, 2005 | | | | |
|--|--|--|--|--|--|
| Significant components of deferred income tax assets and liabilities | Significant components of deferred income tax assets and liabilities | | | | |
| Deferred tax assets Accrued enterprise tax Excess of allowance for doubtful accounts Reserve for directors' retirement bonuses Transactions: Transactions: Total deferred tax assets Unrealized gain (or loss) on investment securities Total deferred tax liabilities Unrealized gain (or loss) on investment securities (36) Total deferred tax liabilities Value (36) Accounciliation between the nominal statutory income tax rate to the effective income tax rate reported in the consolidated statements of income | rate to the effective income tax rate reported in the consolidated statements of income (%) | | | | |
| Nominal statutory income tax rate (Adjustment) Permanent difference Personal holding company tax as ruled in Japanese income tax regulations Squalization inhabitants taxes Others (0.3) Effective income tax rate 42.1 42.1 42.1 42.1 6.0 | Nominal statutory income tax rate (Adjustment) Permanent difference 0.0 Personal holding company tax as ruled in Japanese income tax regulations 2.4 Equalization inhabitants taxes (0.0) Reduction of taxes on IT investments (0.5) Others (0.1) Effective income tax rate 42.4 | | | | |

Segment Information

Information relating to operations in different industries has been omitted as the Company and its consolidated subsidiary operate predominately in the investment and financing service industry. The Company's primary business activities include brokerage, underwriting and distribution and trading of securities, and over 90% of the revenue, operating income or assets of the Company and its consolidated subsidiary are related to the investment and financing service industry.

Information relating to geographic area and export sales has been omitted, as the Company and its consolidated subsidiary do not hold overseas revenues nor overseas branches.

Trades with Related Parties

< Year ended March 31, 2004>

Directors and major individual shareholders

(Millions of Yen)

| | | | | · | | | | | (IIIII) | 13 01 1611/ |
|--|------------------|--|----------|--|---|--|----------|---|---------|--------------------------|
| Туре | Name | Name Address | Equity | Business | Holding of the Company's | Relationship details | | Trade | Trading | Credit and Debt to the |
| | Name | | invested | Involved | voting right | Human | Business | details | volume | related party |
| Companies whose voting rights are held by the directors of the Company and their relatives | Shokosha Ltd. | 1-20-7 Nihombashi, Chuo-ku, Tokyo, Japan | 130 | Sales, exchanges and rental of real estate | holds 9.14% of voting rights of the Company | 1 director of the Company is also appointed as a director of Shokosha Ltd. | Rental | Rental of real estates through Heiwa Real Estate Co., Ltd. | 14 | Prepaid expenses 0 |

Notes: Most of the rental of real estate described above is the rental contract between the Company and Heiwa Real Estate Co., Ltd. on the estate the latter took on lease from Shokosha Ltd. to be used as the Company's domitory for female employees. The rental fee the Company pays to Heiwa Service Co., Ltd. is determined based on the prices exercised around the neighborhood.

(Millions of Yen)

| | | | | | | | | | 11111110 | 113 01 10117 |
|--|-------------------|---|--------------|--|----------------|---------------|--|---|----------|---------------------------|
| I IVOR I Name I Address I | Nome | Address | Equity | Business | Holding of the | Relation | Relationship details | | Trading | Credit and Debt to the |
| | invested Involved | | voting right | Human | Business | Trade details | volume | related party | | |
| Companies whose voting rights are held by the directors of the Company and their relatives | Adline Ltd. | 1-11-6, Nishi-waseda, Shinjuku-ku, Tokyo, Japan | 10 | Planning, Producing and Distributing Advertisement | _ | _ | The Company's Advertisement Agency | Planning producing and Distributing the Company's advertisement | 215 | Accrued expenses 23 |

Notes: The fee the Company pays to Adline Ltd. is determined based on the prices exercised at the general market.

< Year ended March 31, 2005 >

Directors and major individual shareholders

| | | 101 | | • | | ٠, |
|-----|----|-----|----|----|----|----|
| - 1 | nσ | 11 | no | Λt | Ye | n |
| | | | | | | |

| Tuno | Name | Address | Equity | Business | Holding of the | Relationship | letails | Trade | Trading | Credit and Debt to the |
|--|------------------|--|----------|------------------------------------|---------------------------------|--|----------|---|---------|---------------------------|
| Туре | Name | Address | invested | Involved | Company's voting right Huma | Human | Business | details | volume | related party |
| Companies whose voting rights are held by the directors of the Company and their relatives | Shokosha Ltd. | 2-4-2, Nishikata Bunkyo-ku, Tokyo, Japan | 130 | exchanges and rental of real | holds 9.13% of voting rights of | 1 director of the Company is also appointed as a director of Shokosha Ltd. | Rental | Rental of real estates through Heiwa Real Estate Co., Ltd. | 14 | Prepaid expenses 0 |

Notes: The rental of real estate described above is the rental contract between the Company and Heiwa Real Estate Co., Ltd. on the estate the latter took on lease from Shokosha Ltd. to be used as the Company's domitory for female employees. The rental fee the Company pays to Heiwa Service Co., Ltd. is determined based on the prices exercised around the neighborhood.

(Millions of Yen)

| | | | | | | | | | 1 | 13 01 1011) |
|--|------|--|----------|--|-----------|------------|---|--|---------|---|
| Туре | Name | Address | Equity | Business | Company's | Relationsh | ip details | Trade details | Trading | Credit and Debt to the related party |
| Type | Name | Address | invested | Involved | | Human | Business | | | |
| Companies whose voting rights are held by the directors of the Company and their relatives | ì | 3-4, Kojimachi, Chiyoda-ku, Tokyo, Japan | 10 | Planning, Producing and Distributing Advertisement | _ | | The Company's Advertisement Agency | Planning, Producing and Distributing the Company's advertisement | 229 | Accrued expenses |

Notes

- 1. The fee the Company pays to Bees Co., Ltd. is determined based on the prices exercised at the general market.
- 2. Bees Co., Ltd. is the renamed company of Adline Ltd., which is mentioned as a company concerned in the previous fiscal year.

(Millions of Yen)

| T | N | A -t -t | Equity | Business | Holding of the | Relationship details | | Trade | Trading | Credit and Debt to the |
|--|-----------------------------|--|----------|---|------------------------|---|---------------|-----------------------|---------|---------------------------|
| Туре | Name | Address | invested | involved | Company's voting right | i | Business | details | volume | related party |
| Companies whose voting rights are held by the directors of the Company and their relatives | Club Nippon Co., Ltd. | 1-20-7, Nihombashi Chuo-ku, Tokyo, Japan | 168 | Advertising substitute, Marketing consultant, Software development | _ | 1 auditor of the Company is also appointed as a director of Club Nippon Co., Ltd. | Lease of real | Lease of real estates | 3 | Deferred revenue 0 |

Notes: The lease of real estate described above is based on the lease contract between Matsui Real Estate Co., Ltd., the Company's subsidiary, and Club Nippon Co., Ltd., cn the estate the latter took on lease from Matsui Real Estate Co., Ltd. The rental fee the Company receives from Club Nippon Co., Ltd. is determined based on the prices exercised around the neighborhood.

Per Share Information

| Year ended March 31, 200 |)4 | Year ended March 31, 200 | 05 |
|----------------------------------|------------|----------------------------------|------------|
| Shareholders' equity per share | 439.36 Yen | Shareholders' equity per share | 557.20 Yen |
| Net income per share | 81.50 Yen | Net income per share | 140.98 Yen |
| Fully diluted earnings per share | 76.99 Yen | Fully diluted earnings per share | 125.56 Yen |

Note: Calculation basis of per share information is as follows.

| | Year ended March 31, 2004 | Year ended March 31, 2005 |
|---------------------------------------|---------------------------|--|
| | | Tear ended Waren 51, 2000 |
| Net income on the statements of | | |
| income | 7,280 | 12,645 |
| (Millions of Yen) | | |
| Net income attributed to the common | | |
| stock | 7,203 | 12,546 |
| (Millions of Yen) | | |
| Net income not attributed to the | | |
| common stock | 77 | 99 |
| (Millions of Yen) | (77) | (99) |
| (Appropriated bonuses for directors | (, | (65) |
| and corporate auditors) | | |
| Average number of common stock | | |
| outstanding | 88,374 | 88,989 |
| (Thousands of shares) | | |
| Breakdown of increase of the | | |
| common stock considered in the | | |
| calculation of fully diluted earnings | | |
| per share | | |
| (Thousands of shares) | | |
| New share purchase rights | 5,185 | 10,932 |
| (thousands of shares) | 5,185 | 10,932 |
| Increase of common stock | 5,185 | 10,932 |
| (Thousands of shares) | 5,165 | 10,332 |
| Number of new-share purchase | | 1 Brand of new-share purchase rights: |
| rights or others without dilution | | 325,500 shares |
| effects which are not considered in | | |
| the calculation of fully diluted | | Details are given in "Part 4 Corporate |
| earnings per share | | Profiles - 1 Number of shares - (2) |
| | | New-Share Purchase Rights" |

Subsequent Events

| Year Ended March 31, 2004 | Year Ended March 31, 2005 |
|---|---|
| (Resolution on issuance of new share purchase rights) The ordinary general shareholders' meeting held on June 27, 2004 resolved issuance of new share purchase rights as stock options to the Company's directors and employees as follows. 1. Number of shares to be issued: 355,500 Common stocks or less 2. Price of new share purchase rights: 0 Yen 3. Payment per share: 1.03 times average of daily closing price for the month prior to the month when the subscription rights are issued. If the price calculated as such is lower than the closing price of the prior day of the issuance date, the closing price substitutes the calculated amount. 4. Period of exercise: From July 15, 2006 to July 14, 2009 5. Detailed conditions will be set up on the stock option contract to be held between the Company and its employees. The number of shares and exercise prices will be adjusted to reflect issuance of new shares. (Resolution on issuance of Third Unsecured Straight Bonds) The Company issued Third Unsecured Straight Bonds based | Year Ended March 31, 2005 |
| on the resolution of the board meeting held on April 22, 2004. The details of this issue are as follows. 1. Issue date: May 18, 2004 2. Aggregate issue amount: 20,000 millions of yen 3. Issue price: 100 yen per face value of 100yen 4. Payment date: May 18, 2004 5. Annual coupon rate: 1.40% 6. Redemption date: May 18, 2009 7. Use of proceeds: The net proceeds from the issue of the Bonds will be applied towards funding of margin loans to customers, investments in capital expenditure (including buildings, equipment, and systems), working capital and repayment of the Company's indebtedness. | (Resolution on stock split) The board of directors meeting held on January 24, 2005 resolved a stock split as shown below. 1. The Company split its common stock by three-for-one on May 17, 2005. (1) Number of increasing shares as a result of stock split: 178,110,630 shares (2) Method of stock split: The total number of shares held by shareholders as of March 31, 2005 had been split by three-for-one. 2. Dividend reckoning date: April 1, 2005. |
| | |

The comparison of per share information under the assumption that the stock split had been effected at each of the beginning of the fiscal year ended March 31, 2004 and 2005 is as follow.

| | | (Yen) |
|---------------------------------|---------------|----------------|
| | Year ended | Year ended |
| | March 31,2004 | March 31, 2005 |
| Shareholders' equity/share | 146.45 | 185.73 |
| Eamings/share | 27.17 | 46.99 |
| Fully diluted earnings/share | 25.66 | 41.85 |

3. Other material items

(1) Adjustment of exercise price of stock subscription rights and stock acquisition rights: Due to this stock split, the exercise prices for the Company's stock subscription rights and acquisition rights, under Article 280-19 of the previous Commercial code and Article 280-20 and 280-21 of the current Commercial Code respectively, are adjusted as follows on and after April 1, 2005.

| | | | (Yen) |
|--|---|-------|-------|
| Date of Ordinary general shareholders' meeting held | Subscription rights and acquisition rights | New | Old |
| January 29, 2001 | Subscription rights | 37 | 110 |
| June 1, 2001 | Subscription rights | 44 | 131 |
| June 16, 2002 | Acquisition rights | 559 | 1,676 |
| June 22, 2003 | Acquisition rights | 554 | 1,660 |
| June 27, 2004 | Acquisition rights | 1,217 | 3,650 |

Note: Based on the resolution of the ordinary general shareholders' meeting, the fragmentation in the calculation of adjusted exercise prices are rounded up to 1yen.

(2) Adjustment of conversion price: as a result of this stock split, the conversion price of the Zero Coupon convertible bonds based on the resolution of the board meeting held on October 29, 2003 is adjusted as follows on and after April 1, 2005.

| | | (Yen) |
|--|---------------------------|-------------------------------|
| Brand | Adjusted conversion price | Non-adjusted conversion price |
| Zero coupon Convertible Bonds due 2011 | 1,294.4 | 3,883.3 |

[3] Supporting Schedule to the Consolidated Financial Statements

i) Bonds

(Millions of Yen) As of March 31, As of March 31, Issuer Company Interest rate Date of Issuance Collateral Date of Maturity Name 2004 2005 Matsui Securities Subordinated March 7, 2001 500 5.11% None March 7, 2005 Co., Ltd. Bond #1 Unsecured Matsui Securities Straight August 15, 2003 10,000 1.48% August 15, 2006 10,000 None Co., Ltd. Bond #1 Unsecured Matsui Securities Straight October 17, 2003 10,000 10,000 1.56% October 17, 2006 None Co., Ltd. Bond #2 Unsecured Matsui Securities Straight May 18, 2004 20,000 1.40% None May 18, 2009 Co., Ltd. Bond #3 Convertible Matsui Securities Bond November 17, 2003 40,000 40,000 None March 31,2011 Co., Ltd. Bond #1 Total 60.500 80,000

Notes: The redemption schedule of bonds within 5 years from March 31, 2005 is as follows.

ii) Borrowings

(Millions of Yen)

| | | | | (Willions of Ten |
|--|-------------------------|-------------------------|---------------------------------|---|
| ltem | As of March 31, 2004 | As of March 31, 2005 | Average Interest Rate (%) | Maturity |
| Short-term borrowings | 23,300 | 63,500 | 0.26 | _ |
| Long-term borrowings to be repaid within 1 year | 1,877 | 30,329 | 0.75 | _ |
| Long-term borrowings excluding those to be repaid within 1 year | 33,532 | 7,203 | 0.79 | From September 12, 2006 To December 12, 2007 |
| Other interest-bearing liabilities: | | | | |
| Commercial Papers | 3,000 | 1,000 | 0.15 | May 27, 2005 |
| Loans from securities finance companies to be repaid within 1 year | 64,046 | 103,384 | 0.60 | |
| Total | 125,754 | 205,416 | _ | _ |

Note: The repayment schedule of long-term borrowings and other interest-bearing debts are as follows.

(Millions of Yen)

| Item | Over 1 year and Within 2 years | Over 2 year and Within 3 years | Over 3 year and Within 4 years | Over 4 year and Within 5 years |
|-------------------------|-----------------------------------|--------------------------------|--------------------------------|--------------------------------|
| Long-term borrowings | 3,130 | 4,073 | _ | _ |

Note: "Average Interest Rate" is weighted average interest rate as of March 31, 2005.

2 Non-Consolidated Financial Statements and Others

(1) Non-Consolidated Financial Statements

[1] Non-Consolidated Balance Sheets

| | | Mar | ch 31, 2004 | March | | h 31, 2005 | |
|--|--|-----------------|-------------|-------|-----------------|--------------|-------|
| Item | Note | Millions of Yen | | % | Millions of Yen | | % |
| (Assets) | | | - | | | | |
| I Current Assets | | | | | | | |
| Cash and bank deposits | | | 29,580 | | | 61,074 | |
| Cash segregated as deposits | | | 183,002 | | | 223,003 | |
| Cash in trust | | | 4,400 | Ì | | 9,000 | |
| Trading assets | | | 397 | | | 107 | |
| Net receivables arising from | | | 14 | | | 923 | |
| pre-settlement date trades | | | | | | | |
| Margin account assets: | | | 261,154 | 1 | | 389,358 | |
| Loans receivable from customers | | 252,081 | | | 384,484 | | |
| Cash deposited as collateral for | | 0.070 | | | 4.075 | | |
| securities borrowed from securities finance companies | | 9,073 | | | 4,875 | | |
| Receivable on collateralized | | | _ | | | 1,610 | |
| securities transactions: | | | | | | 1,010 | |
| Cash deposits collateral for securities borrowed | | - | | | 1,610 | | |
| Receivables from customers | | | 23 | | | 133 | |
| and others | | | | | | 755 | |
| Advance paid for subscription | | | 44 | | | | |
| Short-term guarantee deposits | | | 899 | ı | | 6,795 | |
| Prepaid expenses | | | 175 | | | 182 | |
| Accrued income | | Í | 1,931 | ĺ | | 3,431 | |
| Deferred income taxes Others | | | 692 616 | | | 613 1,033 | |
| Allowance for doubtful accounts | | | | | | | |
| | | _ | (206) | 00.0 | - | (171) | 00.1 |
| Total current assets | | | 482,721 | 98.9 | | 697,092 | 99.1 |
| I Fixed assets | | | 224 | 0.4 | | 224 | 0.4 |
| 1 Tangible fixed assets | \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ | 100 | 634 | 0.1 | 0.77 | 821 | 0.1 |
| Buildings | *1 | 400 | j | ļ | 377 | | |
| Equipment and instruments | *1 | 193 | | | 249 | | |
| Land | | 41 | | | 195 | | |
| 2 Intangible assets | | | 2,055 | 0.4 | | 2,253 | 0.3 |
| Software | | 1,997 | | | 2,215 | | |
| Others | | 58 | _ | | 39 | | |
| 3 Investments and others | | | 2,700 | 0.6 | ĺ | 3,227 | 0.5 |
| Investment securities | | 1,177 | | | 1,680 | | |
| Shares of affiliate companies | | 450 | | | 450 | | |
| Investment in partnership | | 3 | | | 2 | | |
| Long-term loans receivable | | 168 | | j | 30 | | |
| Long-term guarantee deposits | | 193 | | | 202 | | |
| Long-term prepaid expenses | | 21 | | | 13 | | } |
| Deferred income taxes | | 643 | | | 776 | |] |
| Others | | 307 | | | 104 | | |
| Allowance for doubtful accounts | | (261) | | | (31) | | |
| Total fixed assets | | | 5,389 | 1.1 | - / | 6,301 | 0.9 |
| Total assets | ++ | | 488,111 | 100.0 | - | 703,393 | 100.0 |

| | | March 31, 2004 | | March 31, 2005 | | | | |
|---|-----------|----------------------|---------|----------------|-----------------|---------|------|--|
| ltem | Note | Note Millions of Yen | | % | Millions of Yen | | % | |
| (Liabilities) | | | | | | | | |
| I Current liabilities | | | | | | | | |
| Trading assets | | | 217 | | | 0 | | |
| Margin account liabilities: | | | 101,342 | | | 142,920 | | |
| Loans from securities | ×2 | 64,046 | | | 103,384 | | | |
| finance companies Proceeds of securities sold on customers' account | | 37,296 | | | 39,535 | | | |
| Payables on collateralized securities transactions: | | | 23,579 | | | 73,780 | | |
| Cash deposits as collateral for securities loaned | | 23,579 | | | 73,780 | | | |
| Deposits received | | | 79,360 | | | 106,566 | | |
| Guarantee money received | | | 112,977 | | | 137,467 | | |
| Suspense account for undelivered securities | | | 15 | | | 1 | | |
| Short-term borrowings | ※2 | | 25,177 | | | 93,829 | | |
| Commercial paper | | | 3,000 | | | 1,000 | | |
| Bond due within one year | ※4 | | 500 | | | - | | |
| Deferred revenue | | | 88 | | | 98 | | |
| Accounts payable | | | 617 | | | 750 | | |
| Accrued expenses | | | 943 | | | 1,353 | | |
| Accrued income taxes | | | 6,111 | | | 6,339 | | |
| Accrued bonuses | | | - | | | 301 | | |
| Others | | | _ | | | 0 | | |
| Total current liabilities | | | 353,925 | 72.5 | | 564,404 | 80.2 | |
| II Long-term liabilities | | | | | | | | |
| Bond | | | 20,000 | | | 40,000 | | |
| Convertible bond | | | 40,000 | | | 40,000 | | |
| Long-term borrowings | | | 33,532 | | | 7,203 | | |
| Reserve for directors' retirement bonuses | | | 281 | | | 241 | | |
| Total long-term liabilities | | | 93,813 | 19.2 | | 87,443 | 12.4 | |
| | | | | | | | | |
| Reserve for securities transactions | *5 | | 1,261 | | | 1,888 | | |
| Total statutory reserves | | | 1,261 | 0.3 | | 1,888 | 0.3 | |
| Total liabilities | | | 448,999 | 92.0 | | 653,735 | 92.9 | |

| | | March 31, 2004 | | | March 31, 2005 | | | |
|--|------------|-----------------|---------|-------|-----------------|---------|-------|--|
| ltem | Note | Millions of Yen | | % | Millions of Yen | | % | |
| (Shareholders' equity) | | | | | | | | |
| I Common Stock | ※ 6 | | 11,463 | 2.3 | | 11,469 | 1.7 | |
| II Capital surplus | | | | | | | | |
| 1 Additional paid-in capital | | | 9,312 | | | 9,317 | | |
| Total capital surplus | | | 9,312 | 1.9 | | 9,317 | 1.3 | |
| Ⅲ Eamed surplus | | | | | | | | |
| 1 Eamed surplus reserves | | | 159 | | | 159 | | |
| 2 Voluntary reserves | | | 4,250 | | | 4,250 | | |
| Special purpose reserves | | 4,250 | | | 4,250 | | | |
| 3 Inappropriate retained earnings | | | 13,893 | | | 24,271 | | |
| Total earned surplus | | | 18,302 | 3.8 | | 28,680 | 4.1 | |
| IV Net unrealized gain (loss) on investment securities, net of taxes | | | 52 | 0.0 | | 213 | 0.0 | |
| V Treasury stock | ※7 | | (17) | (0.0) | | (21) | (0.0) | |
| Total shareholders' equity | | | 39,112 | 8.0 | | 49,658 | 7.1 | |
| Total liabilities and shareholders' equity | | | 488,111 | 100.0 | | 703,393 | 100.0 | |

[2] Non-consolidated Statements of Income

| | | Year ended March 31, 2004 | | | Year ended March 31, 2005 | | | |
|---|------------|---------------------------|--------|-------|---------------------------|--------|-------|--|
| Item | Note | lote Millions of Yen | | % | Millions of Yen | | % | |
| I Operating revenues | | | | | | | | |
| Commissions | | | 20,206 | | | 27,083 | | |
| Brokerage commissions | | 18,933 | | | 25,182 | | | |
| Underwriting and selling commissions Subscription and | | 191 | | | 307 | | | |
| distribution commissions | | 36 | | | 29 | | | |
| Others | | 1,047 | | | 1,564 | | | |
| Net gain (loss) on trading | ※ 1 | | 30 | | : | (88) | | |
| Interest and dividend income | ※2 | | 4,800 | | | 9,923 | | |
| Total operating revenues | | | 25,036 | 100.0 | | 36,918 | 100.0 | |
| II Interest expenses | ※3 | | 1,298 | | | 2,295 | | |
| Net operating revenues | | | 23,738 | 94.8 | | 34,623 | 93.8 | |
| | | | 9,461 | 37.8 | | 12,022 | 32.6 | |
| Transaction related expenses Employees' compensation | ※ 4 | 2,260 | | | 3,339 | | | |
| and benefits | ※ 5 | 1,845 | | | 1,923 | | | |
| Occupancy and rental | ※6 | 399 | | | 295 | | | |
| Data processing and office supplies | ※7 | 3,995 | | | 5,376 | | | |
| Depreciation | | 632 | | | 748 | | | |
| Duties and taxes other than income taxes | *8 | 61 | | | 189 | | | |
| Provision of allowance for doubtful accounts | | 94 | | | _ | | 1 | |
| Others | ※ 9 | 124 | | | 152 | | | |
| Operating income | 1 | 167 | 14,277 | 57.0 | 102 | 22,601 | 61.2 | |
| IV Non - operating income | ++ | | 27 | 0.1 | | 67 | 0.2 | |
| V Non – operating expenses | | | 298 | 1.2 | | 108 | 0.2 | |
| Bond issuing costs | | 169 | 230 | ۱.۲ | 95 | ,00 | 0.0 | |
| Others | | 129 | | | 14 | | | |
| Ordinary income | + + | | 14,007 | 55.9 | - ' | 22,559 | 61.1 | |

| | | Year ended | 04 | Year ended March 31, 2005 | | | |
|--|------------|-----------------|--------|---------------------------|-----------------|--------|------|
| ltem | Note | Millions of Yen | | % | Millions of Yen | | % |
| VI Special profits | | | | | | | |
| Gain on sales of investment securities | | 0 | | | - | | |
| Gain on sales of corporate | | | | | | | |
| golf membership and resort membership | | 1 | | | - | | |
| Reversal of allowance for | | | | | 49 | | |
| doubtful accounts | | | | | 49 | | |
| Total special profits | | | 2 | 0.0 | | 49 | 0.2 |
| VII Special losses | | | | | | | |
| Loss on sales and disposals of | ※10 | 130 | | | 19 | | |
| property and equipment Provision for statutory reserves | | 508 | | | 627 | | |
| Devaluation loss on telephone | | _ | | | 8 | | |
| subscription rights | | | | | 0 | | |
| Devaluation loss on investment securities | | 55 | | Ì | - | | |
| Loss on cancellation of | | 48 | | | _ | | |
| lease contracts Devaluation loss on corporate | | 10 | | | | | |
| golf membership and resort | | 6 | | | _ | l. | |
| membership | | | | | | | |
| Loss on sales of corporate golf membership and resort | | 0 | | | _ | | |
| membership | | ° | | | | | |
| Expenses for the relocation of | | 29 | | | _ | | |
| the head office Total special losses | | | 776 | 3.1 | | 653 | 1.8 |
| Income before income taxes | | | 13,233 | 52.8 | | 21,954 | 59.5 |
| Income taxes - current | | 6,672 | | | 9,481 | , | |
| Income taxes - deferred | | (713) | 5,958 | 23.8 | (164) | 9,317 | 25.3 |
| Net income | | | 7,275 | 29.0 | | 12,638 | 34.2 |
| Inappropriate retained earnings at the beginning of period | | | 6,619 | | | 11,633 | - |
| Inappropriate retained earnings at the end of period | | | 13,893 | | | 24,271 | |

[3] Statements of Appropriation of Retained Earnings

| | | Year ended Mar (June 27, | | Year ended March 31, 2005 (June 26, 2005) (Millions of Yen) | | |
|---|------|-----------------------------|---------|---|--------|--|
| ltem | Note | (Millions o | of Yen) | | | |
| I Inappropriate retained eamings at the beginning of period | | | 13,893 | | 24,271 | |
| II Appropriation | | | | | | |
| Dividends | 1 | 2,183 | | 3,792 | | |
| Bonuses to directors | | 74 | | 99 | | |
| Bonuses to corporate auditors | | 3 | 2,260 | _ | 3,891 | |
| Inappropriate retained earnings brought forward to the following period | | | 11,633 | | 20,380 | |

Note:

- 1. Fiscal 2003 Cash dividend per share: 24.54Yen Fiscal 2004 Cash dividend per share: 42.58Yen
- 2. Dates mentioned in the table above are those of the ordinary general shareholders' meeting held for approval.

Significant Accounting Policies for the Non-Consolidated Financial Statements

| | Year ended March 31, 2004 | Year ended March 31, 2005 |
|------------------------------------|--|--|
| 1. Valuation of Significant Assets | (1) Securities and derivatives classified in trading assets: Securities and derivatives classified in trading assets are valued at fair value. (2) Securities not classified in trading assets: Other securities, such as available-for-sale securities, whose fair values are readily determinable, are stated as fair value with unrealized gains or losses included as a component of shareholders' equity, net of applicable income taxes. Other securities not publicly quoted are stated at cost determined on a moving average method. | Securities and derivatives classified in trading assets: Same as the left column. Securities not classified in trading assets: Same as the left column. |
| 2. Depreciation of Fixed Assets | (1) Tangible fixed assets The Company applies straight-line method. Useful life for depreciation is 15 to 40 years for buildings and 4 to 10 years for equipment and instrument. | (1) Tangible fixed assets Same as the left column. |
| | (2) Intangible assets Straight-line method is primarily applied. Software for in-house use is depreciated under straight-line method based on internal estimated useful life (within 5 years). | (2) Intangible assets Same as the left column |
| 3. Accrued Assets | (1) Bonds issuing costs The entire bonds issuing cost is expensed at the issuance. | (1) Bonds issuing costs Same as the left column |

| | Year ended March 31, 2004 | Year ended March 31, 2005 |
|--|---|--|
| Accounting Policies for Significant Provisions | | |
| | period, accordingly, the accrued bonuses are not recorded as at March 31, 2004. (3) Reserve for Securities Transactions The Company accounts for Reserve for Securities Transactions for the possible customer losses by default of the securities company on securities transactions according to the article 51 of the Securities Exchange Law and the Article 35 of the "Cabinet Office Ordinance Concerning Securities Companies." | (3) Reserve for Securities Transactions Same as the left column. |
| 5. Lease Transactions | Financial leases that do not transfer ownership to lessees are not capitalized and are accounted for in the same manner as operating leases ("non-capitalized finance leases"). | Same as the left column. |
| 6.Hedge accounting | Hedge accounting method The Company is eligible for the application of an allowed alternative method for the interest rate swap. The Company accounts for the interest rate swap trading pursuant to the allowed alternative method. Means for hedging and objective of hedging (Hedging instruments) Interest rate swap (Hedging items) Borrowings Hedging policy The Company and its subsidiary use interest rate swap trading to limit exposures to fluctuations in interest rates. The objective of hedging is identified for individual contract. Judgment for effectiveness of | (1) Hedge accounting method Same as the left column. (2) Means for hedging and objective of hedging (Hedging instruments) Interest rate swap (Hedging items) Borrowings and others (3) Hedging policy The Company and its subsidiary use interest rate swap trading to limit exposures to fluctuations in interest rates. The objective of hedging is identified for individual contract. (4) Judgment for effectiveness of |
| | hedging The Company omits judgment for hedging due to the allowed alternative method. | hedging Same as the left column. |
| 7. Other material items | (1) Consumption taxes National and local consumption taxes are separately recorded. | (1) Consumption taxes Same as the left column. |

Reclassifications

| Year ended March 31, 2004 | Year ended March 31, 2005 |
|--|---------------------------|
| Cash in trust, which had been previously included in "Cash segregated as deposits", was reclassified into "Cash in trust" from the current fiscal period. The balance of Cash in trust as of March 31, 2004 was 1,100 million yen. | |

Additional information

| Year ended March 31, 2004 | Year ended March 31, 2005 |
|---------------------------|--|
| | With the promulgation of "The Law for Partial Amendments to Local Tax Law" (Law No.9) on March 31, 2003, a portion of taxation basis of enterprise taxes was changed (pro forma standard taxation basis introduced), and "added value component" and "capital component" were newly added to the taxation basis from the fiscal years beginning on April 1, 2004. As a result, the portion of enterprise tax amounts calculated based on "added value component" and "capital component" in "Selling, General and Administrative expenses" on the consolidated statements of income from this fiscal year pursuant to "Practical Treatment for Presentation of Pro Forma Standard Taxation Portion of Enterprise Tax on Corporation in the Statement of Income" (Accounting Standards Board of Japan, Practice Report No.12) Accordingly, selling, general and administrative expenses have increased by 155 million yen and operating revenues, ordinary income and income before income taxes has decreased by 155 million yen. |

Notes to Non-Consolidated Financial Statements

| As of March 31, 2004 | As of March 31, 2005 | | |
|--|--|--|--|
| X 1 Accumulated depreciation deducted from tangible fixed assets is as follows. (Millions of Yen) Buildings | X 1 Accumulated depreciation deducted from tangible fixed assets is as follows. (Millions of Yen) Buildings 82 | | |
| Equipment and instruments 144 Total 210 | Equipment and instruments 191 Total 274 | | |
| 2 Assets collateralized: none of the assets were collateralized. Note: The securities bought by customers using the money loaned from the Company's own fund, of which fair value amounted to 666 million yen are collateralized for the short-term borrowings, 4,648 million yen for the loans from securities finance companies, respectively. 28,290 million yen of the guarantee securities received from customers are collateralized for the loans from securities finance companies. 3 Fair values of securities received and deposited are as follows. | X 2 Assets collateralized: none of the assets were collateralized. Note: The securities bought by customers using the money loaned from the Company's own fund, of which fair value amounted to 7,782 million yen are collateralized for the loans from securities finance companies. 37,821 million yen of the guarantee securities received from customers are collateralized for the loans from securities finance companies. X3 Fair values of securities received and deposited are as follows. | | |
| Securities received and deposited are as follows (Excluding those listed in the previous note): (1) Securities deposited (millions of yen) | Securities received and deposited are as follows (Excluding those listed in the previous note): (1) Securities deposited (millions of yen) | | |
| ① Securities lent for customers' 42,484 short position of margin trading ② Collateralized securities for the loans from securities companies 65,831 | ① Securities lent for customers' 41,598 short position of margin trading ② Collateralized securities for the loans from securities companies | | |
| ③Securities loaned for 24,990 consumption ④Long-term guarantee 2,171 securities deposited | ③Securities loaned for 75,091 consumption 4Long-term guarantee 2,486 securities deposited | | |
| (2) Securities received (millions of yen) | (2) Securities received (millions of yen) | | |
| ①Securities received for customers' long position of margin 266,078 trading | ①Securities received for customers' long position of margin 369,084 trading ②Collateralized securities | | |
| ©Collateralized securities for borrowing securities from 9,091 securities finance companies | for borrowing securities from 4,816 securities finance companies | | |
| ③Securities borrowed and 228,009 deposited from customers | ③Securities borrowed for consumption ④Securities borrowed and deposited from customers | | |
| 84 Bond due within 1 year is subordinated bond under the Article 2 of "Cabinet Office Ordinance on the Capital Adequacy Rule for Securities Companies" (Cabinet Office Ordinance No. 23, 2001). 85 The Company accounts for Reserve for Securities Transactions for the possible customer losses by default of the securities company on securities transactions according to the Article 51 of the Securities Exchange Law. | X5 The Company accounts for Reserve for Securities Transactions for the possible customer losses by default of the securities company on securities transactions according to the Article 51 of the Securities Exchange Law. | | |

| Year ended March 31, 2004 | Year ended March 31, 2005 |
|---|--|
| X6 Common stocks authorized and outstanding Number of authorized shares: 350,000,000 Number of outstanding shares: 88,967,059 X7 Treasury stocks held by the Company are as follows Common stock: 9,149 shares | X6 Common stocks authorized and outstanding Number of authorized shares: 350,000,000 Number of outstanding shares: 89,055,315 X7 Treasury stocks held by the Company are as follows Common stock: 10,219 shares |
| 88 By applying the Article 124-3 of the Japanese Commercial Code, the Company recognized 52 million yen of net, unrealized gain on investment securities. | |

Notes to Non-Consolidated Statement of Income

| | Year ended March 31, 2004 | 1 | | Year ended March 31, 2005 | |
|-----------|--|-----------------|------------|---|-------------------|
| <u>%1</u> | Breakdown of net gain on trading | | ※ 1 | Breakdown of net gain on trading | |
| | (M | Illions of Yen) | | (Mil | llions of Yen) |
| | Stocks | 28 | | Stocks | (94) |
| | Bonds | 2 | | Bonds | 6 |
| | Total | 30 | | Total | (88) |
| | Total | 50 | | Total | (66) |
| €2 | Breakdown of interest and dividend inc | come | ※ 2 | Breakdown of interest and dividend inc | ome |
| | (M | Ilions of Yen) | | (Mi | llions of Yen) |
| | Interest on margin trading | 4,720 | 1 | Interest on margin trading | 9,288 |
| | Interest received for the securities | | | Interest received for the securities | |
| | lending | 36 | | lending | 500 |
| | Others | 44 | | Others | 135 |
| | Total | 4,800 | - | Total | 9,923 |
| (3 | Breakdown of interest expenses | ., | **3 | Breakdown of interest expenses | -, |
| | · | Ilions of Yen) | | · | llions of Yen) |
| | Interest expenses on margin trading | 862 | | Interest expenses on margin trading | 1,227 |
| | Interest expenses of margin trading | 002 | | Interest expenses on margin trading Interest paid for the borrowings from | 1,441 |
| | finance companies on margin trading | 54 | 1 | finance companies on margin trading | 65 |
| | Interest paid | 313 | | Interest paid | 833 |
| | Others | 69 | 1 | Others | 633 171 |
| | Total | 1,298 | | Total | 2,295 |
| 4 | Breakdown of transaction related expe | • | *4 | Breakdown of transaction related expe | ŕ |
| 4 | breakdown of transaction related expe | :11565 | ×4 | breakdown of transaction related expe | nses |
| | | Ilions of Yen) | | · · | llions of Yen) |
| | Commissions paid | 520 | | Commissions paid | 938 |
| | Membership fees for | | | Membership fees for | |
| | stock exchanges and | | | stock exchanges and | |
| | securities associations: | 440 | | securities associations: | 675 |
| | Communications expenses | 979 | | Communications expenses | 1,273 |
| | Travel and transportation expenses: | 9 | } | Travel and transportation expenses: | 13 |
| | Advertisement | 304 | | Advertisement | 432 |
| | Entertainment and social Expenses: | 7 | | Entertainment and social Expenses: | 9 |
| | Total | 2,260 | | Total | 3,339 |
| €5 | Breakdown of employees' compensation | on and benefits | ※ 5 | Breakdown of employees' compensation | on and benefi |
| | (M | illions of Yen) | | (Mi | llions of Yen) |
| | Directors' compensation | 314 | | Directors' compensation | 295 |
| | Employees' compensation | 972 | | Employees' compensation | 912 |
| | Other compensations | 249 | | Other compensations | 190 |
| | Welfare expenses | 225 | | Welfare expenses | 225 |
| | Provision of allowance for | | | Provision of allowance for | |
| | Employees' bonuses | 84 | | Employees' bonuses | 301 |
| | Total | 1,845 | - | Total | 1,923 |
| 6 | Breakdown of occupancy and rental | | % 6 | Breakdown of occupancy and rental | |
| | | ions of Yen) | | • • | ions of Yen) |
| | Occupancy and rental fee | 153 | | Occupancy and rental fee | 228 |
| | Equipment and instruments expenses | 246 | | Equipment and instruments expenses | 67 |
| | Total | 399 | - | Total | 295 |
| 67 | Breakdown of data processing and offi | ce supplies | ※ 7 | Breakdown of data processing and offi | |
| | | ions of Yen) | | | ions of Yen) |
| | Data processing and outsourcing | | | Data processing and outsourcing | |
| | cost of operations | 3,986 | 1 | cost of operations | 5,368 |
| | Office supplies | 9 | 1 | Office supplies | <u>8</u> 5,376 |
| | Total | 3,995 | | Total | |

| Year ended March 31, 2004 | Year ended March 31, 2005 |
|--|--|
| Breakdown of duties and taxes other than incorne taxes | Breakdown of duties and taxes other than income taxes |
| (Millions of Yen) Property taxes and automobile taxes 5 Official fee 4 Consumption Tax 18 Others 34 Total 61 | (Millions of Yen) Property taxes and automobile taxes 6 Official fee 3 Consumption Tax 16 Enterprise tax (reduction on VAT and capital levy) 155 Others 9 Total 189 |
| ※9 Breakdown of Others | |
| Printing cost 33 Water, lightning and heating 10 Library expenses 5 Training 3 Employees recruiting cost 4 Sales Promotion 44 Miscellaneous 25 Total 124 **10 Breakdown of loss on sales and disposals of property and equipment | (Millions of Yen) Printing cost 20 Water, lightning and heating 21 Library expenses 3 Training 2 Employees recruiting cost 3 Sales Promotion 80 Miscellaneous 24 Total 152 **10 Breakdown of loss on sales and disposals of property and equipment |
| Loss on disposals Buildings Equipment and instruments Software Total (Millions of Yen) 21 83 16 130 Loss on sales | (Millions of Yen) Loss on disposals Buildings 6 Equipment and instruments 0 Software 7 Other intangible assets 5 Total 19 Loss on sales |

Notes to Lease Transactions

(Millions of Yen)

| | (Millions of Yen) | |
|--|--|--|
| Year ended March 31, 2004 | Year ended March 31, 2005 | |
| Financing lease transactions other than those where title of | Financing lease transactions other than those where title of | |
| the property is transferred to lessee | the property is transferred to lessee | |
| Acquisition costs equivalent, accumulated depreciation | Acquisition costs equivalent, accumulated depreciation | |
| equivalent and equivalent of balance at the end of period | equivalent and equivalent of balance at the end of period | |
| (Millions of Yen) | (Millions of Yen) | |
| Acquisition price equivalent: | Acquisition price equivalent: | |
| Equipment and instruments 23 | Equipment and instruments 17 | |
| Software costs 1 | Software costs 1 | |
| Total 24 | Total 18 | |
| Accumulated depreciation equivalent: | Accumulated depreciation equivalent: | |
| Equipment and instruments 15 | Equipment and instruments 14 | |
| Software costs 1 | Software costs 1 | |
| Total 16 | Total 15 | |
| Equivalent of balance at end of period: | Equivalent of balance at end of period: | |
| Equipment and instruments 8 | Equipment and instruments 3 | |
| Software costs 0 | Software costs 0 | |
| Total 8 | Total 4 | |
| Present value of future lease payments | Present value of future lease payments | |
| Within 1 year 4 | Within 1 year 4 | |
| Over 1 year 4 | Over 1 year 0 | |
| Total 8 | Total 4 | |
| 3. Lease charge paid, depreciation equivalent and interest | | |
| equivalent | equivalent | |
| (Millions of Yen) | (Millions of Yen) | |
| Lease charge paid 169 | Lease charge paid 5 | |
| Depreciation equivalent 205 | Depreciation equivalent 4 | |
| Interest equivalent 4 | Interest equivalent 0 | |
| Calculation method for depreciation equivalent | 4. Calculation method for depreciation equivalent | |
| Lease term is regarded as durable period and the | Same as the left column. | |
| residual value is regarded as zero. | | |
| Calculation method for interest equivalent | Calculation method for interest equivalent | |
| The difference between total amount of future lease | Same as the left column. | |
| payment and acquisition costs equivalent is regarded as | | |
| interest equivalent, which is allocated to the each of | | |
| fiscal periods by interest method. | | |
| noodi penodo by interest method. | | |
| | <u></u> | |

Notes to Securities held

The shares of Company's subsidiary do not have market price for the years ended March 31, 2004 and 2005.

Notes to Income Taxes

| As of March 31, 2004 | As of March 31, 2005 |
|---|--|
| Significant components of deferred income tax assets and liabilities | Significant components of deferred income tax assets and liabilities |
| (Millions of Yen) Deferred tax assets Accrued enterprise tax Excess of allowance for doubtful accounts Reserve for directors' retirement bonuses 114 Excess of reserve for securities transactions: 513 Others 53 Total deferred tax assets 1,371 Deferred tax liabilities Excess of reserve for securities transactions (36) Total deferred tax liabilities (36) Net balance of deferred tax assets 1,335 | (Millions of Yen) Deferred tax assets Accrued enterprise tax Excess of allowance for doubtful accounts 67 Reserve for directors' retirement bonuses 98 Excess of reserve for securities transactions: 768 Accrued bonuses 122 Others 57 Total deferred tax assets 1,535 Deferred tax liabilities Excess of reserve for securities |
| 2 A reconciliation between the nominal statutory income tax rate to the effective income tax rate reported in the consolidated statements of income (%) Nominal statutory income tax rate (Adjustment) Permanent difference 0.0 Personal holding company tax as ruled in Japanese income tax regulations 3.2 Equalization inhabitants taxes 0.0 Others (0.3) Effective income tax rate 45.0 | 2 A reconciliation between the nominal statutory income tax rate to the effective income tax rate reported in the consolidated statements of income (%) Nominal statutory income tax rate 40.7 (Adjustment) Permanent difference 0.0 Personal holding company tax as ruled in Japanese income tax regulations 2.4 Equalization inhabitants taxes 0.0 IT investments deductible from income taxes (0.5) Others (0.1) Effective income tax rate 42.4 |

Per-share Information

| Year ended March 31, 2004 | | Year ended March 31, 2005 | |
|----------------------------------|-------------|----------------------------------|------------|
| Shareholders' equity per share | 438.80 Ye₁n | Shareholders' equity per share | 556.56 Yen |
| Net income per share | 81.44Ye:n | Net income per share | 140.90 Yen |
| Fully diluted earnings per share | 76.93Ye₁n | Fully diluted earnings per share | 125.49 Yen |

Note: Calculation basis of per share information is as follows.

| | Year ended March 31, 2004 | Year ended March 31, 2005 |
|---------------------------------------|---------------------------|--|
| Net income on the statements of | | |
| income | 7,275 | 12,638 |
| (Millions of Yen) | | |
| Net income attributed to the common | | |
| stock | 7,198 | 12,539 |
| (millions of Yen) | | |
| Net income not attributed to the | | |
| common stock | 77 | 99 |
| (millions of Yen) | (77) | (99) |
| (Appropriated bonuses for directors | (, | (55) |
| and corporate auditors) | | |
| Average number of common stock | | |
| outstanding | 88,374 | 88,989 |
| (thousands of shares) | | |
| Breakdown of increase of the | | |
| common stock considered in the | | |
| calculation of fully diluted earnings | | |
| per share | | |
| (thousands of shares) | | |
| New share purchase rights | 5,185 | 10,932 |
| (thousands of shares) | | 10,002 |
| Increase of common stock | 5,185 | 10,932 |
| (thousands of shares) | | 10,002 |
| Number of new-share purchase | | 1 Brand of new-share purchase rights: |
| rights or others without dilution | | 325,500 shares |
| effects which are not considered in | | |
| the calculation of fully diluted | | Details are given in "Part 4 Corporate |
| earnings per share | • | Profiles - 1 Number of shares - (2) |
| | | New-Share Purchase Rights" |

Subsequent Events

| (Resolution on issuance of new share purchase rights) The ordinary general shareholders' meeting held on June 27, 2004 resolved issuance of new share purchase rights as stock options to the Company's directors and employees as follows. | |
|--|---|
| 1. Number of shares to be issued: 355,500 Common stocks or less 2. Price of new share purchase rights: 0 Yen 3. Payment per share: 1.03 times average of daily closing price for the month prior to the month when the subscription rights are issued. If the price calculated as such is lower than the closing price of the prior day of the issuance date, the closing price substitutes the calculated amount. 4. Period of exercise: From July 15, 2006 to July 14, 2009 5. Detailed conditions will be set up on the stock option contract to be held between the Company and its employees. The number of shares and exercise prices will be adjusted to reflect issuance of new shares. (Resolution on issuance of Third Unsecured Straight Bonds) The Company issued Third Unsecured Straight Bonds based on the resolution of the board meeting held on April 22, 2004. The details of this issue are as follows. 1. Issue date: May 18, 2004 2. Aggregate issue amount: 20,000 millions of yen 3. Issue price: 100 yen per face value of 100 yen 4. Payment date: May 18, 2004 5. Annual coupon rate: 1.40% 6. Redemption date: May 18, 2009 7. Use of proceeds: The net proceeds from the issue of the Bonds will be applied towards funding of margin loans to customers, investments in capital expenditure (including buildings, equipment, and systems), working capital and repayment of the Company's indebtedness. (Res | esolution on stock split) ne board of directors meeting held on January 24, 2005 solved a stock split as shown below. The Company split its common stock by three-for-one on May 17, 2005. (1) Number of increasing shares as a result of stock split: 178,110,630 shares (2) Method of stock split: The total number of shares held by shareholders as of March 31, 2005 had been split by three-for-one. Dividend reckoning date: April 1, 2005. |

The comparison of per share information under the assumption that the stock split had been effected at each beginning of the fiscal year ended March 31, 2004 and 2005 is as follow.

| | | (Yen) |
|---------------------------------|-----------------------------|------------------------------|
| | Year ended March 31,2004 | Year ended March 31, 2005 |
| Shareholders' equity/share | 146.27 | 185.52 |
| Earnings/share | 27.15 | 46.97 |
| Fully diluted earnings/share | 25.64 | 41.83 |

3. Other material items

(1) Adjustment of exercise price of stock subscription rights and stock acquisition rights: Due to this stock split, the exercise prices for the Company's stock subscription rights and acquisition rights, under Article 280-19 of the previous Commercial code and Article 280-20 and 280-21 of the current Commercial Code respectively, are adjusted as follows on and after April 1, 2005.

| | | | (Yen) |
|--|--|-------|-------|
| Date of Ordinary general shareholders' meeting held | Subscription rights and acquisition rights | New | Old |
| January 29, 2001 | Subscription rights | 37 | 110 |
| June 1, 2001 | Subscription rights | 44 | 131 |
| June 16, 2002 | Acquisition rights | 559 | 1,676 |
| June 22, 2003 | Acquisition rights | 554 | 1,660 |
| June 27, 2004 | Acquisition rights | 1,217 | 3,650 |

Note: Based on the resolution of the ordinary general shareholders' meeting, the fragmentation in the calculation of adjusted exercise prices are rounded up to 1 yen.

(2) Adjustment of conversion price: as a result of this stock split, the conversion price of the Zero coupon convertible bonds based on the resolution of the board meeting held on October 29, 2003 is adjusted as follow on and after April 1, 2005.
(Yen)

Brand Adjusted Non-adjusted conversion price

Zero coupon Convertible 1,294.4 3,883.3

Bonds due 2011

[4] Supporting Schedules

i) List of investment securities

According to the Article 121 of Regulations on Financial Statements, detailed list of investment securities whose book value as of March 31, 2005 totals less than 1/100 of the total assets is omitted.

ii) Fixed Assets

(Millions of Yen)

| | | As of March 31, 2004 | Increase in the current period | Decrease in the current period | As of March 31, 2005 | Accumulated Depreciation and Amortization | Depreciation expensed in the current period | Net Value of assets |
|-------------|---------------------------|----------------------|--------------------------------------|---|----------------------|--|--|---------------------|
| | Buildings | 466 | 4 | 11 | 459 | 82 | 21 | 377 |
| Tangible | Equipment and instruments | 337 | 116 | 13 | 440 | 191 | 60 | 249 |
| | Land | 41 | 154 | _ | 195 | _ | | 195 |
| | Total | 844 | 274 | 23 | 1,095 | 274 | 81 | 821 |
| | Software Costs | 3,018 | 880 | 15 | 3,883 | 1,668 | 656 | 2,215 |
| Intangible | Telephone rights | 25 | | 8 | 17 | 6 | 1 | 11 |
| mangible | Others | 98 | 4 | 60 | 41 | 13 | 9 | 28 |
| | Total | 3,141 | 884 | 84 | 3,941 | 1,687 | 666 | 2,253 |
| Long-term p | repaid | 35 | 0 | 6 | 29 | 16 | 6 | 13 |

The increase in Software is due to capitalization of upgrade costs for online securities trading system "Netstock" or due to acquisition in response to introduction of new services during the current year.

iii) Schedule for Common stocks and others

(Millions of Yen)

| ltem | | Balance as of March 31, 2004 | Increase | Decrease | Balance as of March 31, 2005 |
|---|---|---------------------------------|----------------------|-------------|---------------------------------|
| Capital Stocks | | 11,463 | 6 | _ | 11,469 |
| Outstanding | Common Stocks | (88,967,059 shares) 11,463 | (88,256 shares) 6 | | (89,055,315 shares) 11,469 |
| Outstanding | Total | (88,967,059 shares) 11,463 | (88,256 shares) 6 | _ | (89,055,315 shares) 11,469 |
| Additional paid in | Additional paid in capital | 9,312 | 6 | _ | 9,317 |
| capital | Total | 9,312 | 6 | | 9,317 |
| | Earned surplus reserve | 159 | _ | | 159 |
| Earned surplus reserve and Voluntary reserves | (Voluntary reserves) Special reserve | 4,250 | - | _ | 4,250 |
| voisinally 10001100 | Total | 4,409 | - | _ | 4,409 |

Notes

- 1: Treasury stocks at end of fiscal 2004 are 10,219 shares.
 2: The increases of capital stocks, common stocks and earned surplus reserves are the result of exercise of new share purchase rights.

iv) Schedule for Provisions

(Millions of Yen)

| Item | Balance as of | Inoropa | Decr | ease | Balance as of |
|-------------------------------------|----------------|----------|---------------|-------|----------------|
| | March 31, 2004 | Increase | Appropriation | Other | March 31, 2005 |
| Allowance for doubtful account | 467 | 171 | 216 | 220 | 202 |
| Accrued bonuses | _ | 301 | | _ | 301 |
| Reserve for securities transactions | 1,261 | 627 | _ | | 1,888 |

Note: The decrease of allowance for doubtful account is the reversal according to the yearly recalculation of the allowance.

(2) Breakdown of Major Assets and Liabilities

[1] Assets

i) Cash in hand and at banks

| | | Book value (Millions of Yen) |
|---------------|---------------------|---------------------------------|
| | Cash in hand | 0 |
| | Demand deposits | 37,998 |
| Cash at banks | Ordinary deposits | 23,067 |
| | Segregated deposits | 8 |
| | Total | 61,074 |

ii) Cash segregated as deposits

| | Book value (Millions of Yen) |
|--|---------------------------------|
| Trusted money segregated for customers as fiduciary assets | 223,003 |
| Total | 223,003 |

iii) Margin account assets

| | Book value (Millions of Yen) |
|---|---------------------------------|
| Loans receivable from customers | 384,484 |
| Cash deposits as collateral for securities borrowed from securities finance companies | 4,875 |
| Total | 389,358 |

[2] Liabilities

i) Margin account liabilities

(Millions of Yen)

| | Book value |
|--|------------|
| Loans from securities finance companies | |
| Japan Securities Finance Co., Ltd | 86,687 |
| Osaka Securities Finance Co., Ltd. | 16,120 |
| Chubu Securities Financing Co., Ltd. | 578 |
| Proceeds of securities sold on customers' accounts | 39,535 |
| Total | 142,920 |

ii)Payables on collateralized securities transactions

(Millions of Yen)

| | Book value | |
|---|------------|--|
| Cash deposits as collateral for securities loaned | 73,780 | |
| Total | 73,780 | |

iii) Deposits received

(Millions of Yen)

| | Book value |
|----------------|------------|
| From customers | 104,101 |
| From others | 2,466 |
| Total | 106,566 |

iv) Guarantee deposits received

(Millions of Yen)

| | Book value |
|--|------------|
| Guarantee money received concerning margin trading | 129,364 |
| Others | 8,103 |
| Total | 137,467 |

v)Short-term borrowings

(Millions of yen)

| Book value |
|------------|
| 5,000 |
| 5,000 |
| 5,000 |
| 5,000 |
| 3,000 |
| 9,900 |
| 30,600 |
| 30,329 |
| 93,829 |
| |

vi)Long-term borrowings

(Millions of ven)

| | (Millions of year) | |
|--|--------------------|--|
| | Book value | |
| Sumitomo Mitsui Banking Corporation | 218 | |
| The Bank of Tokyo-Mitsubishi, Limited | 2,900 | |
| The Dai-ichi Mutual Life Insurance Company | 85 | |
| Nippon Life Insurance Company | 1,000 | |
| Syndicated Loan | 3,000 | |
| Total | 7,203 | |

vii)<u>Bonds</u>

(Millions of ven)

| | (Willions of Yerr) |
|----------------------------|--------------------|
| | Book value |
| Unsecured Straight Bond #1 | 10,000 |
| Unsecured Straight Bond #2 | 10,000 |
| Unsecured Straight Bond #3 | 20,000 |
| Total | 40,000 |

viii) Convertible Bond

(Millions of yen)

| | Book value |
|--|------------|
| Zero Coupon Convertible Bonds due 2011 | 40,000 |
| Total | 40,000 |

Note: The Original Annual Securities Report includes the audit reports by ChuoAoyama Audit Corporation for the consolidated and non-consolidated financial statements for the years ended March 31, 2004 and March 31, 2005.